EAU8

Plan Type/Title
Wireless Voice Plans:
All wireless plans below include: Voicemail,
Caller ID, Three-Way Calling, Call Forwarding,
Call Waiting, Free Nationwide Long Distance and
Domestic Roaming

	Published Price	DIR Discount	DIR/Customer Price	Service Plan Description
AT&T Nation 450 Roll Over Rate Plan	$ 39.99	26%	$ 29.59	450 Rollover; 5000 night and weekend* minutes; unlimited mobile to mobile; $0.45/min./overage
AT&T Nation 900 Roll Over Rate Plan	$ 59.99	26%	$ 44.39	900 Rollover; unlimited night and weekend* minutes; unlimited mobile to mobile; $0.45/min./overage
AT&T Nation Unlimited Roll Over Rate Plan	$ 69.99	0%	$ 69.99	Unlimited minutes; unlimited night and weekend minutes; unlimited mobile to mobile
AT&T Pooled GOV Nation 100 Rate Plan	$ 30.00	26%	$ 22.20	100 Pooled Minutes; 5000 night and weekend minutes* ; unlimited mobile to mobile; $0.25/min./overage
AT&T Pooled GOV Nation 200 Rate Plan	$ 34.00	26%	$ 25.16	200 Pooled Minutes; 5000 night and weekend minutes* ; unlimited mobile to mobile; $0.25/min./overage
AT&T Pooled GOV Nation 300 Rate Plan	$ 39.00	26%	$ 28.86	300 Pooled Minutes; 5000 night and weekend minutes* ; unlimited mobile to mobile; $0.25/min./overage
AT&T Pooled GOV Nation 400 Rate Plan	$ 44.00	26%	$ 32.56	400 Pooled Minutes; 5000 night and weekend minutes*; unlimited mobile to mobile; $0.25/min./overage
AT&T Pooled GOV Nation 500 Rate Plan	$ 49.00	26%	$ 36.26	500 Pooled Minutes; unlimited night and weekend minutes*; unlimited mobile to mobile; $0.25/min./overage
AT&T Pooled GOV Nation 600 Rate Plan	$ 53.00	26%	$ 39.22	600 Pooled Minutes; unlimited night and weekend minutes*; unlimited mobile to mobile; $0.25/min./overage
AT&T Pooled GOV Nation 700 Rate Plan	$ 57.00	26%	$ 42.18	700 Pooled Minutes; unlimited night and weekend minutes*; unlimited mobile to mobile; $0.25/min./overage
AT&T Pooled GOV Nation 800 Rate Plan	$ 61.00	26%	$ 45.14	800 Pooled Minutes; unlimited night and weekend minutes*; unlimited mobile to mobile; $0.25/min./overage
AT&T Pooled GOV Nation 900 Rate Plan	$ 65.00	26%	$ 48.10	900 Pooled Minutes; unlimited night and weekend minutes*; unlimited mobile to mobile; $0.25/min./overage
AT&T Pooled GOV Nation 1000 Rate Plan	$ 70.00	26%	$ 51.80	1000 Pooled Minutes; unlimited night and weekend minutes*; unlimited mobile to mobile; $0.25/min./overage

Plan Type/Title

Plan Type/Title				
AT&T Pooled GOV Nation 6000 Rate Plan	$ 205.00	26%	$ 151.70	6000 Pooled Minutes; unlimited night and weekend minutes*; unlimited mobile to mobile; $0.25/min./overage

AT&T Custom Business Connect 5GB Pooled Data Plan:

Custom Business Connect 5GB Poo Data 4G LTE	$ 50.00	26%	$ 37.00	5GB pooled data

AT&T Business Connect Pooled Data Plans:

Business Connect 50 MB Pooling (stand alone)	$ 39.99	26%	$ 29.59	50 MB pooled data
Business Connect 250 MB Pooling (stand alone)	$ 49.99	26%	$ 36.99	250 MB pooled data
Business Connect 1000 MB Pooling (stand alone)	$ 59.99	26%	$ 44.39	1,000 MB pooled data
Business Connect 5000 MB Pooling (stand alone)	$ 99.99	26%	$ 73.99	5,000 MB pooled data

AT&T Telemetry Connect Pooled Data Plans:

Pooled Telemetry Connect 10 MB	$ 20.99	26%	$ 15.53	10 MB pooled data
Pooled Telemetry Connect 1 MB	$ 8.99	26%	$ 6.65	1 MB pooled data
Pooled Telemetry Connect 2 MB	$ 11.99	26%	$ 8.87	2 MB pooled data
Pooled Telemetry Connect 3 MB	$ 13.99	26%	$ 10.35	3 MB pooled data
Pooled Telemetry Connect 4 MB	$ 15.99	26%	$ 11.83	4 MB pooled data
Pooled Telemetry Connect 5 MB	$ 17.99	26%	$ 13.31	5 MB pooled data

Text Messaging Plans:

Text Messaging Pay-Per-Use (PPU)**	$ 0.20	0%	$ 0.20	Pricing is per message **
Picture/Video Messaging Pay-Per Use (PPU)**	$ 0.30	0%	$ 0.30	Princing is per message **
Messaging 200***				200 messages included with voice plan(s)$24.99 or higher; $.20/msg overage
Messaging Unlimited***	$ 20.00	75%	$ 5.00	Discount only applies with voice plans $24.99 or higher

Plan Type/Title
Enhanced Push-to-Talk (EPTT) Plans:

EPTT Standalone	$	25.66	26%	$	18.99
EPTT Feature Bolt-on non-flat rate	$	5.00	40%	$	3.00

International Plans:

AT&T International Day Pass - $10 per day/per device	$	10.00	0%	$	10.00	take existing talk, data, text plan to over 100 countries**** and pay one fee per device for a 24 hr period, pay only for the days used.
AT&T Passport 1GB - per device, one time charge OR monthly recurring charge	$	60.00	0%	$	60.00	in touch with talk, text and data. Lasts 30 days or as long as needed. Talk: $0.35 per minute; Data Overage: $50/GB; Unlimited Text; Unlimited Wi-Fi access available at participating hotspots
AT&T Passport 3GB - per device, one time charge OR monthly recurring charge	$	120.00	0%	$	120.00	in touch with talk, text and data. Lasts 30 days or as long as needed. Talk: $0.35 per minute; Data Overage: $50/GB; Unlimited Text; Unlimited Wi-Fi access available at participating hotspots
Pay Per Use rates $2.05 MB starting price for international data						Pay Per Use rates apply when a user isn't subscribed to an international plan.
						TALK: Canada & Mexico: $1.00 per minute; Europe: $2.00 per minute; Rest of the world: $3.00 per minute; Cruise ships & airlines: $2.50 per minute
						TEXT: $0.50 per text; Picture & video: $1.30 each. Standard domestic messaging rates apply to text, picture, and video messages received.
						DATA: on land: $2.05 per MB ($0.0002/KB); Cruise ships: $8.19 per MB ($0.008/KB); Airlines $10.24 per MB ($0.01/KB)

Domestic Directory Assistance

411 Directory Assistance	$	1.99	0%	$	1.99	Price per call (The charge for Directory Assistance-411 cannot be waived or credited) rate effective March 1, 2018

*Standard Nights & Weekends (N&W) calling times are based on local market times(LMT):
NIGHTS: 9:00 PM - 5:59 AM Monday through Thursday
WEEKENDS: 9:00 PM Friday through 5:59 AM Monday
** PPU plan auto-attached to all activations
*** Includes Text, Picture, Video, and Instant Messaging
**** see countries list att.com/international

Plan Type/Title

Wireless Data Plans:

AT&T Workforce Data - Business plans pooled data (monthly service charge)		
Plans are available for 4G LTE or 5G Evolution capable tablets, laptops, handheld scanners, routers, USB modems and mobile hotspot devices		
250MB	$ 20.00	
500MB	$ 22.00	
1GB	$ 25.00	
2GB	$ 40.00	
5GB	$ 50.00	
10GB	$ 80.00	
20GB	$ 150.00	
No roaming charges for plan data use in Canada and Mexico		
Data Overage: Pay-per-use rate of $0.00001431/KB applies on all plans shown above		

Data Unlimited for Smartphone Enterprise Windows, Blackberry, iPhone, Android Devices	$ 45.00	26%	$ 33.30	
DataPro 5GB for Windows, Blackberry, iPhone, Android Devices	$ 50.00	26%	$ 37.00	5GB data and $15/GB overage
5GB Data plus Tethering ADD-On for Windows, Blackberry, iPhone, Android Devices	$ 65.00	26%	$ 48.10	5GB data with tethering and $15/GB overage
DataConnect Government Unlimited for laptops, modem cards and tablets	$ 69.99	45.72%	$ 37.99	
DataConnect 5GB Pooling for laptops, modem cards and tablets	$ 149.99	76.005%	$ 35.99	$10/GB overage
DataConnect 5GB for mobile hotspots and netbooks	$ 60.00	40%	$ 35.99	$10/GB overage
DataConnect 3GB for Tablets and iPads	$ 35.00	26%	$ 25.90	$10/GB overage
DataConnect 250MB for Tablets and iPads	$ 14.99	0%	$ 14.99	$10/GB overage
Government Unlimited Data Plan for Tablets and iPads	$ 69.99	45.72%	$ 37.99	
DataConnect 5GB for iPad	$ 50.00	26%	$ 37.00	$10/GB overage
iPad Domestic 5GB Pooling	$ 149.99	76.005%	$ 35.99	$10/GB overage
AVPN Wireless 25MB Backup Plan	$ 5.00	0%	$ 5.00	$10/GB overage

Custom Access Point Name (APN)

				Non-Recurring Charge (NRC) for Commercial Connectivity Services (CCS) - a private network connection to connect wireless
CCS Custom APN Design CCSAPN0/CCSAPNQ	$ 500.00	40%	$ 300.00	network to customer network
CCS Transport Design CCSTRNo/CCSTRNQ	$ 1,995.00	40%	$ 1,197.00	Non-Recurring Charge (NRC)
CCS Public Static Design CCSSIP0/CCSSIPQ	$ 500.00	40%	$ 300.00	Non-Recurring Charge (NRC)
CCS Design Change CCSCHNG0/CCSCHNGQ	$ 500.00	40%	$ 300.00	Non-Recurring Charge (NRC)
CCS Dedicated Design CCCDEDO/CCSDEDQ	$ 250.00	40%	$ 150.00	Non-Recurring Charge (NRC)
Incremental Design MSSSCD0/MSSCDQ	$ 150.00	40%	$ 90.00	Hourly rate

Plan Type/Title

Plan	Price	Disc %	Net	Description
Public Static IP Address	$ 3.00	0%	$ 3.00	Monthly Recurring Charge (MRC)
AccessMyLAN AMLAPN AMLVPN	$ 9.99	30%	$ 7.01	Monthly Recurring Charge (MRC)

Bundled Wireless Voice and Data Plans:
All bundled wireless voice plans below include:
Included features: Voicemail, Caller ID, Three-Way Calling, Call Forwarding, Call Waiting, Free Nationwide Long Distance and Domestic Roaming

Plan	Price	Disc %	Net	Description
Unlimited Government Bundle**	$ 137.99	38.00%	$ 85.09	Voice/Data/Text/ePTT;
Basic voice/data/messaging Bundles				
Pooled Government Nation 300 Bundle**	$ 107.00	53%	$ 50.00	Voice/Data/Text/ePTT; 300 pooled voice minutes* $.25/minute overage; 5000 nights and weekend minutes
Pooled Government Nation 600 Bundle**	$ 121.00	48%	$ 63.00	Voice/Data/Text/ePTT; 600 pooled voice minutes* $.25/minute overage
Pooled Government Nation 1000 Bundle**	$ 138.00	46%	$ 75.00	Voice/Data/Text/ePTT; 1000 pooled voice minutes* $.25/minute overage
Enhanced voice/data/messaging Bundles				
Pooled Government Nation 500 Bundle	$119.00	60%	$47.99	Voice with Unlimited Data, Text, Hotspot & Basic MDM License; 500 pooled voice minutes* $.25/minute overage; 5000 nights and weekend minutes
Pooled Government Nation 700 Bundle	$127.00	53%	$59.99	Voice with Unlimited Data, Text & Hotspot, & Basic MDM License; 700 pooled voice minutes* $.25/minute overage
Pooled Government Nation 1000 Bundle	$138.00	49%	$69.99	Voice with Unlimited Data, Text & Hotspot, & Basic MDM License; 1000 pooled voice minutes* $.25/minute overage
***Add-A-Line to an Enhanced bundle for $34.99 each				
Unlimited Government Nation Bundle	$ 154.99	55%	$69.99	Unlimited Voice Data, Text & Hotspot
Premium voice/data/messaging Bundles				
Pooled Government Nation 500 Bundle	$123.25	59%	$49.99	Voice with Unlimited Data, Text, Hotspot, ePTT & Basic MDM License; 500 pooled voice minutes* $.25/minute overage; 5000 nights and weekend minutes

Plan Type/Title

Pooled Government Nation 700 Bundle	$131.25	53%	$61.99	Voice with Unlimited Data, Text, Hotspot, ePTT & Basic MDM License; 700 pooled voice minutes* $.25/minute overage
Pooled Government Nation 1000 Bundle	$142.25	49%	$71.99	Voice with Unlimited Data, Text, Hotspot, ePTT & Basic MDM License; 1000 pooled voice minutes* $.25/minute overage
***Add-A-Line to a Premium bundle for $36.99 each				
Unlimited Government Nation Bundle	$ 159.99	55%	$71.99	Unlimited Voice Data, Text, Hotspot & ePTT

NIGHTS: 9:00 PM - 5:59 AM Monday through Thursday
WEEKENDS: 9:00 PM Friday through 5:59 AM Monday
** International Roaming Not Included
***Each subscriber on a bundle plan is eligible for one Add-A-Line; the additional (Add-A-Line) will share voice;data;messaging

Equipment
The only equipment available through this contract is equipment used in conjunction with the service plan offerings stated in this Appendix C Pricing Index.
Equipment Offer: This offer is valid for new activations and standard upgrades with a 2yr term and a voice plan of $24.99 or higher or data plan of $35.99 or higher
$100.00 off 2yr MBS pricing for integrated devices, basic/quickmessaging devices and data only devices. (aircard, usb card, mifi/hotspot)

Accessory Offer: 30% Discount off AT&T stocked retail accessory prices

AT&T Buyback Program
AT&T offers enterprise customers a carrier-agnostic mobile device buyback program designed to maintain security of corporate data, promote environmentally responsible recycling practices, and potentially offset costs of future mobile initiatives. Value from your recycled devices is credited directly to your AT&T account within 60 days. Customer can use the refund for new services or purchase new wireless phones or tablets. AT&T Mobility Device Trade-in Program is also available in the AT&T Premier Portal. Please contact your AT&T representative for more details.
AT&T Device Management Program
The AT&T device management program offers DIR customers a complimentary solution to simplify the management of their employees AT&T mobile devices. It is accessible online through AT&T Business Console - highly secure, efficient and simple to use. iOS and Android smartphones & tablets are supported. Additional complementary device enrollment programs offered are: ABM-Apple Business Manager; Samsung Knox Enrollment; Android Zero-touch Enrollment; IBM MaaS360 Lite; Enterprise Firmware Over-the-Air (E-FOTA)

Plan Type/Title
Taxes and Fees

Item - Tax/Fee/Surcharge	Amount - $ or %	Description
Federal Universal Service Fee	18.4%	The Federal USF, created by the federal government, is designed to help ensure first-class, affordable telecommunications service for all consumers across the country, especially residents in high cost rural communities and low-income customers. Additionally, the Federal USF provides for discounted telecommunications services for schools, libraries and rural health-care facilities. All telecommunications providers are required to pay into the Federal USF, and their contributions may be recovered from customers. Each quarter, the government updates the amount that companies are required to pay into the Federal USF. As a result, we may adjust the amount we recover from customers each quarter. Your USF charge won't exceed the rate set by the government and, in many cases, may be lower.
Activation Fee	$45.00	Fee Waived
Upgrade Fee	$45.00	Fee Waived for Standard Upgrades
Cancellation Fee	$325.00	Fee Waived
Standard Shipping Charge	$9.95	Fee Waived

AT&T Call Protect

Product Description	MSRP (Monthly)
Basic - Automatic Fraud Blocking; Spam Risk Blocking; Personal Block List	**$0.00**
Plus* - Automatic Fraud Blocking; Spam Risk Blocking; Personal Block List; Enhanced Caller ID; Reverse Number Lookup; Custom Call Controls	**$3.99**

* Subscription auto renews and billed monthly unless canceled

BOX by AT&T

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
Business 1 seat	**BOX for Business**	**Storage as a Service / Data Collaboration**	**$15.00**	**5.00%**	**$14.25**
Business 2 seats	BOX		$30.00	5.00%	$28.50
Business 4 seats	BOX		$60.00	5.00%	$57.00
Business 8 seats	BOX		$120.00	5.00%	$114.00
Business 16 seats	BOX		$240.00	5.00%	$228.00
Business 32 seats	BOX		$480.00	5.00%	$456.00
Business 64 seats	BOX		$960.00	10.00%	$864.00
Business 128 seats	BOX		$1,920.00	10.00%	$1,728.00
Business 256 seats	BOX		$3,840.00	10.00%	$3,456.00
Business 512 seats	BOX		$7,680.00	10.00%	$6,912.00
Business 1024 seats	BOX		$15,360.00	15.00%	$13,056.00
Business 2048 seats	BOX		$30,720.00	15.00%	$26,112.00
Business 4096 seats	BOX		$61,440.00	15.00%	$52,224.00
Business 8192 seats	BOX		$122,880.00	15.00%	$104,448.00
Enterprise 1 seat	**BOX for Enterprise**	**Storage as a Service / Data Collaboration**	**$33.25**	**5.00%**	**$31.59**
Enterprise 2 seats	BOX		$66.50	5.00%	$63.18
Enterprise 4 seats	BOX		$133.00	5.00%	$126.35
Enterprise 8 seats	BOX		$266.00	5.00%	$252.70
Enterprise 16 seats	BOX		$532.00	5.00%	$505.40
Enterprise 32 seats	BOX		$1,064.00	5.00%	$1,010.80
Enterprise 64 seats	BOX		$2,128.00	10.00%	$1,915.20
Enterprise 128 seats	BOX		$4,256.00	10.00%	$3,830.40

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Enterprise 256 seats	BOX		$8,512.00	10.00%	$7,660.80
Enterprise 512 seats	BOX		$17,024.00	10.00%	$15,321.60
Enterprise 1024 seats	BOX		$34,048.00	15.00%	$28,940.80
Enterprise 2048 seats	BOX		$68,096.00	15.00%	$57,881.60
Enterprise 4096 seats	BOX		$136,192.00	15.00%	$115,763.20
Enterprise 8192 seats	BOX		$272,384.00	15.00%	$231,526.40
Elite 1 Seat	**BOX Elite**	**Storage as a Service / Data Collaboration**	**$52.25**	**5.00%**	**$49.64**
Elite 2 Seats	BOX		$104.50	5.00%	$99.28
Elite 4 Seats	BOX		$209.00	5.00%	$198.55
Elite 8 Seats	BOX		$418.00	5.00%	$397.10
Elite 16 Seats	BOX		$836.00	5.00%	$794.20
Elite 32 Seats	BOX		$1,672.00	5.00%	$1,588.40
Elite 64 Seats	BOX		$3,344.00	10.00%	$3,009.60
Elite 128 Seats	BOX		$6,688.00	10.00%	$6,019.20
Elite 256 Seats	BOX		$13,376.00	10.00%	$12,038.40
Elite 512 Seats	BOX		$26,752.00	10.00%	$24,076.80
Elite 1024 Seats	BOX		$53,504.00	15.00%	$45,478.40
Elite 2048 Seats	BOX		$107,008.00	15.00%	$90,956.80
Elite 4096 Seats	BOX		$214,016.00	15.00%	$181,913.60
Elite 8192 Seats	BOX		$428,032.00	15.00%	$363,827.20
Box Technical Services	BOX	Quick Start Implementation	$ 1,200.00	20.00%	$1,200.00
Box Technical Services	BOX	Smart Start Implementation	$ 6,000.00	20.00%	$5,000.00
Box Technical Services	BOX	Full Start Implementation	$ 36,000.00	20.00%	$30,000.00

BigTinCan by AT&T

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Tier 1 to 99 Seats	Bigtincan hub from AT&T	Bigtincan hub Monthly Regular Plan	$12.75/ mo	2.00%	$12.50 / mo / unit
Tier 100 to 499 Seats	Bigtincan hub from AT&T	Bigtincan hub Monthly Regular Plan	$12.75/ mo	6.00%	$12.00 / mo / unit
Tier 500 to 4999 Seats	Bigtincan hub from AT&T	Bigtincan hub Monthly Regular Plan	$12.75/ mo	12.00%	$11.25 / mo / unit
Tier 5000 to 9999 Seats	Bigtincan hub from AT&T	Bigtincan hub Monthly Regular Plan	$12.75/ mo	29.00%	$9.00 / mo / unit
Tier 10,000+ Seats	Bigtincan hub from AT&T	Bigtincan hub Monthly Regular Plan	$12.75/ mo	41.00%	$7.50 / mo / unit

SERVICE CATEGORY	Detailed Service Description	MSRP	DIR Customer Discount % off	DIR Customer Price*
1	BTC PROF SERV ONE HR	$275.00/ hour	9.00%	$250.00/ hour
1	BTC PROF SERV ONE DAY ONSITE	$3000.00/ day	8.00%	$2750.00/ day
1	1 DAY VIRTUAL ADV ADMIN TRAINING	$1750.00/ day	14.00%	$1500.00/ day
1	1 DAY VIRTUAL ADV CREATOR TRAINING	$1750.00/ day	14.00%	$1500.00/ day
1	BTC GOLD SUPPORT 1YR	$52500.00/ year	5.00%	$50000.00/ year
Technical Services	Big Tin Can Initial Setup	$2,750	9.00%	$2,500.00
Technical Services	BTC On Prem Dashroad	$8,500	6.00%	$8,000.00

AT&T Smart Cities

AT&T Smart Irrigation	Manufacturer / Brand - Hydropoint Data Systems

Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
WeatherTRAK ET PRO3 - 12 Station Wall Mount includes 1 Year WeatherTRAK Central Service	$2,439	30.00%	$1,683
WeatherTRAK ET PRO3 - 18 Station Wall Mount includes 1 Year WeatherTRAK Central Service	$2,784	30.00%	$1,921
WeatherTRAK ET PRO3 - 24 Station Wall Mount includes 1 Year WeatherTRAK Central Service	$3,129	30.00%	$2,159
WeatherTRAK ET PRO3 - 30 Station Wall Mount includes 1 Year WeatherTRAK Central Service	$3,474	30.00%	$2,397
WeatherTRAK ET PRO3 - 36 Station Wall Mount includes 1 Year WeatherTRAK Central Service	$3,819	30.00%	$2,635
WeatherTRAK ET PRO3 - 42 Station Wall Mount includes 1 Year WeatherTRAK Central Service	$4,164	30.00%	$2,873
WeatherTRAK ET PRO3 - 48 Station Wall Mount includes 1 Year WeatherTRAK Central Service	$4,509	30.00%	$3,111
WeatherTRAK ET PRO3 - 72 Station Wall Mount includes 1 Year WeatherTRAK Central XL Service	$6,889	30.00%	$4,753
WeatherTRAK ET PRO3 - 96 Station Wall Mount includes 1 Year WeatherTRAK Central XL Service	$8,669	30.00%	$5,982
WeatherTRAK ET PRO3 with Remote Extension Kit - 72 Station Wall Mount incl. 1 Year	$7,889	30.00%	$5,443
WeatherTRAK ET PRO3 with Remote Extension Kit - 96 Station Wall Mount incl. 1 Year	$9,669	30.00%	$6,672
WeatherTRAK ET PRO3 - 12 Stat. Wall Mount (Stainless Steel) includes 1 Year WeatherTRAK Central	$3,124	30.00%	$2,156
WeatherTRAK ET PRO3 - 18 Stat. Wall Mount (Stainless Steel) includes 1 Year WeatherTRAK Central	$3,469	30.00%	$2,394
WeatherTRAK ET PRO3 - 24 Stat. Wall Mount (Stainless Steel) includes 1 Year WeatherTRAK Central	$3,814	30.00%	$2,632
WeatherTRAK ET PRO3 - 30 Stat. Wall Mount (Stainless Steel) includes 1 Year WeatherTRAK Central	$4,159	30.00%	$2,870

Item	Price	Discount	Net
WeatherTRAK ET PRO3 - 36 Stat. Wall Mount (Stainless Steel) includes 1 Year WeatherTRAK Central	$4,504	30.00%	$3,108
WeatherTRAK ET PRO3 - 42 Stat. Wall Mount (Stainless Steel) includes 1 Year WeatherTRAK Central	$4,849	30.00%	$3,346
WeatherTRAK ET PRO3 - 48 Stat. Wall Mount (Stainless Steel) includes 1 Year WeatherTRAK Central	$5,194	30.00%	$3,584
WeatherTRAK ET PRO3 - 72 Stat. Wall Mount (Stainless Steel) includes 1 Year WeatherTRAK CentralXL	$7,574	30.00%	$5,226
WeatherTRAK ET PRO3 - 96 Stat. Wall Mount (Stainless Steel)	$9,354	30.00%	$6,548
WeatherTRAK ET PRO3 with Remote Extension Kit - 72 Station Wall Mount (Stainless Steel)	$8,574	30.00%	$6,002
WeatherTRAK ET PRO3 with Remote Extension Kit - 96 Station Wall Mount (Stainless Steel)	$10,354	30.00%	$7,248
WeatherTRAK ET PRO3 - 12 Station HD Ped (Stainless Steel)	$5,454	30.00%	$3,818
WeatherTRAK ET PRO3 - 18 Station HD Ped (Stainless Steel)	$5,799	30.00%	$4,059
WeatherTRAK ET PRO3 - 24 Station HD Ped (Stainless Steel)	$6,144	30.00%	$4,301
WeatherTRAK ET PRO3 - 30 Station HD Ped (Stainless Steel)	$6,489	30.00%	$4,542
WeatherTRAK ET PRO3 - 36 Station HD Ped (Stainless Steel)	$6,834	30.00%	$4,784
WeatherTRAK ET PRO3 - 42 Station HD Ped (Stainless Steel)	$7,179	30.00%	$5,025
WeatherTRAK ET PRO3 - 48 Station HD Ped (Stainless Steel)	$7,524	30.00%	$5,267
WeatherTRAK ET PRO3 - 12 Station Top Ped (Stainless Steel)	$6,169	30.00%	$4,318
WeatherTRAK ET PRO3 - 18 Station Top Ped (Stainless Steel)	$6,514	30.00%	$4,560
WeatherTRAK ET PRO3 - 24 Station Top Ped (Stainless Steel)	$6,859	30.00%	$4,801
WeatherTRAK ET PRO3 - 30 Station Top Ped (Stainless Steel)	$7,204	30.00%	$5,043
WeatherTRAK ET PRO3 - 36 Station Top Ped (Stainless Steel)	$7,549	30.00%	$5,284
WeatherTRAK ET PRO3 - 42 Station Top Ped (Stainless Steel)	$7,894	30.00%	$5,526
WeatherTRAK ET PRO3 - 48 Station Top Ped (Stainless Steel)	$8,239	30.00%	$5,767
WeatherTRAK ET PRO3 - 12 Station LD Ped (Stainless Steel)	$4,509	30.00%	$3,156
WeatherTRAK ET PRO3 - 18 Station LD Ped (Stainless Steel)	$4,854	30.00%	$3,398
WeatherTRAK ET PRO3 - 24 Station LD Ped (Stainless Steel)	$5,199	30.00%	$3,639
WeatherTRAK ET PRO3 - 30 Station LD Ped (Stainless Steel)	$5,544	30.00%	$3,881
WeatherTRAK ET PRO3 - 36 Station LD Ped (Stainless Steel)	$5,889	30.00%	$4,122
WeatherTRAK ET PRO3 - 42 Station LD Ped (Stainless Steel)	$6,234	30.00%	$4,364
WeatherTRAK ET PRO3 - 48 Station LD Ped (Stainless Steel)	$6,579	30.00%	$4,605
WeatherTRAK ET PRO3 - 72 Station Top Ped (Stainless Steel)	$10,655	30.00%	$7,459
WeatherTRAK ET PRO3 - 96 Station Top Ped (Stainless Steel)	$12,435	30.00%	$8,705
PRO Pedestal Powder Coated Steel	$539	30.00%	$377
PRO Pedestal Stainless Steel	$584	30.00%	$409
PRO 6-Station Key	$344	30.00%	$241
PRO3 2nd Flow Sensor and Master Valve Key (36 station or higher only)	$399	30.00%	$279
PRO3 24-station Expansion Board	$499	30.00%	$349
WeatherTRAK Remote Extension Kit - 72 Station	$2,420	30.00%	$1,694
WeatherTRAK Remote Extension Kit - 96 Station	$2,790	30.00%	$1,953
WeatherTRAK ET PRO3 2-Wire - Wall Mount	$4,409	30.00%	$3,086
WeatherTRAK ET PRO3 2-Wire - Wall Mount(Stainless Steel)	$4,999	30.00%	$3,499
WeatherTRAK ET PRO3 2-Wire - HD Ped (Stainless Steel)	$6,524	30.00%	$4,567
WeatherTRAK ET PRO3 2-Wire - Top Ped (Stainless Steel)	$7,889	30.00%	$5,522

WeatherTRAK ET PRO3 2-Wire - LD Ped (Stainless Steel)	$6,314	30.00%	$4,420
WeatherTRAK ET PRO3 2-Wire - Chassis Wall Mount 16 x 16	$4,574	30.00%	$3,202
WeatherTRAK ET PRO3 2-Wire - Chassis Front Entry 16 x 32	$4,699	30.00%	$3,289
WeatherTRAK ET PRO3 2-Wire - Chassis Top Entry 14 x 26	$4,509	30.00%	$3,156
WeatherTRAK ET PRO3 2-Wire - Chassis Top Entry 14 x 27	$4,659	30.00%	$3,261
WeatherTRAK ET Pro3 2-Wire - RB Maxi Chassis	$4,439	30.00%	$3,107
WeatherTRAK ET PRO3 2-Wire - Wall Mount	$4,909	30.00%	$3,436
WeatherTRAK ET PRO3 2-Wire - Wall Mount (Stainless Steel)	$5,499	30.00%	$3,849
WeatherTRAK ET PRO3 2-Wire - HD Ped (Stainless Steel)	$7,024	30.00%	$4,917
WeatherTRAK ET PRO3 2-Wire - Top Ped (Stainless Steel)	$8,389	30.00%	$5,872
WeatherTRAK ET PRO3 2-Wire - LD Ped (Stainless Steel)	$6,814	30.00%	$4,770
WeatherTRAK ET PRO3 2-Wire - Chassis Wall Mount 16 x 16	$5,074	30.00%	$3,552
WeatherTRAK ET PRO3 2-Wire - Chassis Front Entry 16 x 32	$5,199	30.00%	$3,639
WeatherTRAK ET PRO3 2-Wire - Chassis Top Entry 14 x 26	$5,009	30.00%	$3,506
WeatherTRAK ET PRO3 2-Wire - Chassis Top Entry 14 x 27	$5,159	30.00%	$3,611
WeatherTRAK ET Pro3 2-Wire - RB Maxi Chassis	$4,939	30.00%	$3,457
WeatherTRAK 2-Wire Flow Sensor Decoder	$499	30.00%	$349
WeatherTRAK 2-Wire Single Station Valve Decoder	$129	30.00%	$90
WeatherTRAK 2-Wire Single Station Valve Decoder (pre-programmed)	$129	30.00%	$90
WeatherTRAK 2-Wire Line Surge Protection	$99	30.00%	$69
WeatherTRAK 2-Wire 48 Station Expansion Key (from 48 to 96 stations)	$499	30.00%	$349
WeatherTRAK 2-Wire Hand Held Programmer	$1,299	30.00%	$909
WeatherTRAK LC - 6 Station Wall Mount	$1,249	30.00%	$874
WeatherTRAK LC Central - 12 Station Wall Mount	$1,424	30.00%	$997
WeatherTRAK LC Central - 18 Station Wall Mount	$1,599	30.00%	$1,119
WeatherTRAK LC Central - 6 Station Wall Mount + Flow	$1,648	30.00%	$1,154
WeatherTRAK LC Central - 12 Station Wall Mount + Flow	$1,823	30.00%	$1,276
WeatherTRAK LC Central - 18 Station Wall Mount + Flow	$1,998	30.00%	$1,399
LC 6-Station Key	$175	30.00%	$123
LC Flow Upgrade Key	$300	30.00%	$210
LC Pancake Antenna	$169	30.00%	$118
LC Pedestal Assembly Kit	$749	30.00%	$524
FlowLink using converted valve	$2,000	30.00%	$1,400
FlowLink using dedicated wires. Includes FlowLink CT and FXT	$1,900	30.00%	$1,330
FlowLink Station Extension. Used with FlowLink XT if required	$199	30.00%	$139
FlowShare. 1 Flow Sensor and MV control when connected to 2 controllers	$425	30.00%	$298
10 pack of FlowShare WTFL-SP	$4,000	30.00%	$2,800
WT Flow3 Normally Open 1-1/2 Union Photo Diode Hydrometer with dedicated power source	$1,699	30.00%	$1,189
WT Flow3 Normally Open 2" Threaded Photo Diode Hydrometer with dedicated power source	$1,774	30.00%	$1,242
WT Flow3 Normally Open 3" Flanged Photo Diode Hydrometer with dedicated power source	$2,519	30.00%	$1,763
WT Flow3 Normally Open 4" Flanged Photo Diode Hydrometer with dedicated power source	$3,704	30.00%	$2,593

Description	Price	Discount	Net
WT Flow3 Normally Open 6" Flanged Photo Diode Hydrometer with dedicated power source	$6,439	30.00%	$4,507
WT Flow3 Normally Closed 1-1/2 Union Photo Diode Hydrometer with dedicated power source	$1,699	30.00%	$1,189
WT Flow3 Normally Closed 2" Threaded Photo Diode Hydrometer with dedicated power source	$1,774	30.00%	$1,242
WT Flow3 Normally Closed 3" Flanged Photo Diode Hydrometer with dedicated power source	$2,519	30.00%	$1,763
WT Flow3 Normally Closed 4" Flanged Photo Diode Hydrometer with dedicated power source	$3,704	30.00%	$2,593
WT Flow3 Normally Closed 6" Flanged Photo Diode Hydrometer with dedicated power source	$6,439	30.00%	$4,507
WT Normally Open 1-1/2 Union Photo Diode Flow3 Hydrometer with FlowLink	$3,514	30.00%	$2,460
WT Normally Open 2" Threaded Photo Diode Flow3 Hydrometer with FlowLink	$3,589	30.00%	$2,512
WT Normally Open 3" Flanged Photo Diode Flow3 Hydrometer with FlowLink	$4,334	30.00%	$3,034
WT Normally Open 4" Flanged Photo Diode Flow3 Hydrometer with FlowLink	$5,524	30.00%	$3,867
WT Normally Open 6" Flanged Photo Diode Flow3 Hydrometer with FlowLink	$8,259	30.00%	$5,781
WT Normally Closed 1-1/2 Union Photo Diode Flow3 Hydrometer with FlowLink	$3,514	30.00%	$2,460
WT Normally Closed 2" Threaded Photo Diode Flow3 Hydrometer with FlowLink	$3,589	30.00%	$2,512
WT Normally Closed 3" Flanged Photo Diode Flow3 Hydrometer with FlowLink	$4,334	30.00%	$3,034
WT Normally Closed 4" Flanged Photo Diode Flow3 Hydrometer with FlowLink	$5,524	30.00%	$3,867
WT Normally Closed 6" Flanged Photo Diode Flow3 Hydrometer with FlowLink	$8,259	30.00%	$5,781
WT Flow3 Normally Open 1-1/2 Union Reed Switch Hydrometer	$1,339	30.00%	$937
WT Flow3 Normally Open 2" Threaded Reed Switch Hydrometer	$1,414	30.00%	$990
WT Flow3 Normally Open 3" Flanged Reed Switch Hydrometer	$2,159	30.00%	$1,511
WT Flow3 Normally Open 4" Flanged Reed Switch Hydrometer	$3,344	30.00%	$2,341
WT Flow3 Normally Closed 1-1/2 Union Reed Switch Hydrometer	$1,339	30.00%	$937
WT Flow3 Normally Closed 2" Threaded Reed Switch Hydrometer	$1,414	30.00%	$990
WT Flow3 Normally Closed 3" Flanged Reed Switch Hydrometer	$2,159	30.00%	$1,511
WT Flow3 Normally Closed 4" Flanged Reed Switch Hydrometer	$3,344	30.00%	$2,341
WeatherTRAK Flow3 Normally Open, Pressure Reducing 1-1/2" Union Photo Diode Hydrometer with dedicated power source	$2,624	30.00%	$1,837
WeatherTRAK Flow3 Normally Open, Pressure Reducing 2" Threaded Photo Diode Hydrometer with dedicated power source	$2,699	30.00%	$1,889
WeatherTRAK Flow3 Normally Open, Pressure Reducing 3" Flanged Photo Diode Hydrometer with dedicated power source	$3,449	30.00%	$2,414
WeatherTRAK Flow3 Normally Open, Pressure Reducing 4" Flanged Photo Diode Hydrometer with dedicated power source	$4,639	30.00%	$3,247
WeatherTRAK Flow3 Normally Open, Pressure Reducing 6" Flanged Photo Diode Hydrometer with dedicated power source	$7,499	30.00%	$5,249
WeatherTRAK Flow3 Normally Closed, Pressure Reducing 1-1/2" Union Photo Diode Hydrometer with dedicated power source	$2,624	30.00%	$1,837
WeatherTRAK Flow3 Normally Closed, Pressure Reducing 2" Threaded Photo Diode Hydrometer with dedicated power source	$2,699	30.00%	$1,889
WeatherTRAK Flow3 Normally Closed, Pressure Reducing 3" Flanged Photo Diode Hydrometer with dedicated power source	$3,449	30.00%	$2,414
WeatherTRAK Flow3 Normally Closed, Pressure Reducing 4" Flanged Photo Diode Hydrometer with dedicated power source	$4,639	30.00%	$3,247
WeatherTRAK Flow3 Normally Closed, Pressure Reducing 6" Flanged Photo Diode Hydrometer with dedicated power source	$7,499	30.00%	$5,249
WeatherTRAK Flow3 Normally Open, Pressure Reducing 1-1/2 Union Reed Switch Hydrometer	$2,279	30.00%	$1,595
WeatherTRAK Flow3 Normally Open, Pressure Reducing 2" Threaded Reed Switch Hydrometer	$2,339	30.00%	$1,637
WeatherTRAK Flow3 Normally Open, Pressure Reducing 3" Flanged Reed Switch Hydrometer	$3,099	30.00%	$2,169
WeatherTRAK Flow3 Normally Open, Pressure Reducing 4" Flanged Reed Switch Hydrometer	$4,259	30.00%	$2,981
WeatherTRAK Flow3 Normally Closed, Pressure Reducing 1-1/2 Union Reed Switch Hydrometer	$2,279	30.00%	$1,595
WeatherTRAK Flow3 Normally Closed, Pressure Reducing 2" Threaded Reed Switch Hydrometer	$2,339	30.00%	$1,637
WeatherTRAK Flow3 Normally Closed, Pressure Reducing 3" Flanged Reed Switch Hydrometer	$3,099	30.00%	$2,169

WeatherTRAK Flow3 Normally Closed, Pressure Reducing 4" Flanged Reed Switch Hydrometer	$4,259	30.00%	$2,981
WeatherTRAK FlowHD 2" Flanged (Ultrasonic flow sensor and submeter)	$2,869	30.00%	$2,008
WeatherTRAK FlowHD 3" Flanged (Ultrasonic flow sensor and submeter)	$3,139	30.00%	$2,197
WeatherTRAK FlowHD 4" Flanged (Ultrasonic flow sensor and submeter)	$4,069	30.00%	$2,848
WeatherTRAK FlowHD 6" Flanged (Ultrasonic flow sensor and submeter)	$4,909	30.00%	$3,436
3/4" Globe style Master Valve	$239	30.00%	$167
1" Globe style Master Valve	$279	30.00%	$195
1" Angle style Master Valve	$314	30.00%	$220
1-1/4" Globe style Master Valve	$349	30.00%	$244
1-1/2" Globe style Master Valve	$419	30.00%	$293
1-1/2" Angle style Master Valve	$529	30.00%	$370
2" Globe style Master Valve	$549	30.00%	$384
2" Angle style Master Valve	$579	30.00%	$405
2-1/2" Globe style Master Valve	$2,149	30.00%	$1,504
3" Globe style Master Valve	$2,314	30.00%	$1,620
2-1/2" Angle style Master Valve	$2,044	30.00%	$1,431
3" Angle style Master Valve	$2,229	30.00%	$1,560
1" Globe style Master Valve - Normally Open	$365	30.00%	$256
1.5" Globe style Master Valve - Normally Open	$420	30.00%	$294
2" Globe style Master Valve - Normally Open	$435	30.00%	$305
3" Globe style Master Valve - Normally Open	$515	30.00%	$361
4" Globe style Master Valve - Normally Open	$880	30.00%	$616
0.5" PVC Tee Model Flow Sensor	$659	30.00%	$461
3/4" PVC Tee Model Flow Sensor	$684	30.00%	$479
1" PVC Tee Model Flow Sensor	$719	30.00%	$503
1.5" PVC Tee Model Flow Sensor	$759	30.00%	$531
2" PVC Tee Model Flow Sensor	$784	30.00%	$549
3" PVC Tee Model Flow Sensor	$834	30.00%	$584
4" PVC Tee Model Flow Sensor	$844	30.00%	$591
1" PVC Tee Model Flow Sensor	$519	30.00%	$363
1.5" PVC Tee Model Flow Sensor	$539	30.00%	$377
2" PVC Tee Model Flow Sensor	$569	30.00%	$398
3" PVC Saddle Sensor	$360	30.00%	$252
4" PVC Saddle Sensor	$370	30.00%	$259
Rain Sensor – Wired Model	$84	30.00%	$59
Rain Sensor – Wireless Model	$179	30.00%	$125
Rain / Freeze Sensor – Wireless Model	$219	30.00%	$153
6 ft. Long 120 volt Power Cord	$19	30.00%	$13
AC Surge Protection Kit (requires use of pedestal or added J box for wall mounts)	$289	30.00%	$202
Central Pancake Antenna (For PRO3)	$169	30.00%	$118
Central Pancake Antenna (For LC)	$169	30.00%	$118

Central Amplifier Kit (For LC or PRO3)	$1,449	30.00%	$1,014
Central Yagi Antenna (For PRO3)	$549	30.00%	$384
1 Year additional WeatherTRAK Central Service 48 stations and lower	$225	0.00%	$225
2 Years additional WeatherTRAK Central Service 48 stations and lower	$441	0.00%	$441
3 Years additional WeatherTRAK Central Service 48 stations and lower	$654	0.00%	$654
4 Years additional WeatherTRAK Central Service 48 stations and lower	$864	0.00%	$864
5 Years additional WeatherTRAK Central Service 48 stations and lower	$1,069	0.00%	$1,069
6 Years additional WeatherTRAK Central Service 48 stations and lower	$1,282	0.00%	$1,282
7 Years additional WeatherTRAK Central Service 48 stations and lower	$1,496	0.00%	$1,496
8 Years additional WeatherTRAK Central Service 48 stations and lower	$1,710	0.00%	$1,710
9 Years additional WeatherTRAK Central Service 48 stations and lower	$1,923	0.00%	$1,923
1 Year additional WeatherTRAK Central XL Service 49 stations and higher	$360	0.00%	$360
2 Years additional WeatherTRAK Central XL Service 49 stations and higher	$706	0.00%	$706
3 Years additional WeatherTRAK Central XL Service 49 stations and higher	$1,048	0.00%	$1,048
4 Years additional WeatherTRAK Central XL Service 49 stations and higher	$1,382	0.00%	$1,382
5 Years additional WeatherTRAK Central XL Service 49 stations and higher	$1,710	0.00%	$1,710
6 Years additional WeatherTRAK Central XL Service 49 stations and higher	$2,052	0.00%	$2,052
7 Years additional WeatherTRAK Central XL Service 49 stations and higher	$2,394	0.00%	$2,394
8 Years additional WeatherTRAK Central XL Service 49 stations and higher	$2,736	0.00%	$2,736
9 Years additional WeatherTRAK Central XL Service 49 stations and higher	$3,078	0.00%	$3,078
Extended Warranty - Five Additional Years	$549	0.00%	$549
Extended Warranty - Seven Additional Years	$739	0.00%	$739
Extended Warranty - Ten Additional Years	$1,029	0.00%	$1,029
OptiFlow XR Controller Upgrade	$800	0.00%	$800
WeatherTRAK 2-wire Decoder Installation	$125	0.00%	$125
HydroPoint 2-wire Ground Plate Installation	$450	0.00%	$450
HydroPoint 2-wire Ground Rod Installation	$225	0.00%	$225
WeatherTRAK Controller Installation, 1-18 stns	$1,500	0.00%	$1,500
WeatherTRAK Controller Installation, 24-48 stns	$1,900	0.00%	$1,900
Controller installation, 72-96 stns	$2,600	0.00%	$2,600
HydroPoint Controller Pedestal Installation	$225	0.00%	$225
WeatherTRAK Flow Sensor Installation, 1-18 stns	$2,000	0.00%	$2,000
WeatherTRAK Flow Sensor Installation, 24-48 stns	$2,500	0.00%	$2,500
WeatherTRAK Flow Sensor Installation, 72-96 stns	$3,300	0.00%	$3,300
WeatherTRAK FlowLink Installation	$500	0.00%	$500
Pipe size option, 2-inch or smaller	$400	0.00%	$400
Pipe size option, 3-inch	$800	0.00%	$800
Pipe size option, 4-inch	$1,200	0.00%	$1,200
Pipe size option, 6-inch	$2,500	0.00%	$2,500
FM200 Flow Monitor installation	$1,000	0.00%	$1,000
Trenching (addl 50 ft)	$400	0.00%	$400

Standard labor (one hour)			$200	0.00%	$200
OptiFlow Site Optimization			$150	0.00%	$150
WeatherTRAK Commissioning Service for OptiFlow XR			$100	0.00%	$100
WeatherTRAK Pro3 Controller Upgrade			$800	0.00%	$800

Digital Infrastructure	Single pieces of hardware with integrated sensors and IoT digital infrastructure are affixed to lamp posts, where they can harness data and deliver secure,actionable insights about the environment.				
SOFTWARE CATEGORY / DESCRIPTION	**Manufacturer / Brand**	**Product Description**	**MSRP**	**DIR Customer Discount % off MSRP**	**DIR Customer Price**
Vertical 2.1 Node	*current* powered by GE	per node	$3,500.00	5.00%	$3,325.00
Horizontal 2.1 Node	*current* powered by GE	per node	$3,500.00	5.00%	$3,325.00
Commissioning	*current* powered by GE	activation & configuration	$700.00	5.00%	$665.00
Subscription Plan - Annual	*current* powered by GE	per node	$667.00	5.00%	$633.65
Non-Functional Horizontal Node	*current* powered by GE	optional: aesthetic purposes	$999.00	5.00%	$949.05
Non-Functional Vertical Node	*current* powered by GE	optional: aesthetic purposes	$999.00	5.00%	$949.05
Non-standard RAL paint color	*current* powered by GE	optional: aesthetic purposes	$100.00	5.00%	$95.00
Coastal paint protection	*current* powered by GE	optional: for coastal areas	$100.00	5.00%	$95.00
Heated window panes (x2)	*current* powered by GE	optional: in severe cold areas	$80.00	5.00%	$76.00
Mounting bracket	*current* powered by GE	optional: for both horizontal & vertical nodes	$100.00	5.00%	$95.00
AT&T Structure Monitoring	AT&T LTE-enabled devices installed on targeted infrastructure capable of remotely monitoring structural factors: Crack sensors; Tilt sensors; Alert triggers and email alerts to capture significant events; Battery operated				
SOFTWARE CATEGORY / DESCRIPTION	**Manufacturer / Brand**	**AT&T Product Code**	**MSRP**	**DIR Customer Discount % off MSRP**	**DIR Customer Price**
Transport - Data across AT&T Wireless Network	AT&T	AMS0385	$2.00	5.00%	$1.90
Equipment - Crack Sensor or Tilt Sensor Device	Moniteye	AMS0386	$750.00	5.00%	$712.50

Project Services Monthly (Device Management)	AT&T	AMS0389	$10.00	5.00%	$9.50

Connected Car

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Connected Car 2GB Pooled Data	AT&T	2GB pooled data	$30.00	5.00%	$28.50
Connected Car 5GB Pooled Data	AT&T	5GB pooled data	$50.00	5.00%	$47.50
Connected Car 10GB Pooled Data	AT&T	10GB pooled data	$80.00	5.00%	$76.00

AT&T IoT Platforms

AT&T Asset Management Operations Center (AMOC)		Seamlessly track, monitor, and manage virtually any connected asset from a centralized user interface with the AT&T Asset Management-Operations Center. This solution simplifies IoT implementations, provides visibility of mobile assets on a single dashboard, and can help improve operational efficiencies.			
			MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Application Service - Per User (monthly)			$8.00	5.00%	$7.60
Hardware – Varies based on device selected and desired asset to be tracked (e.g., Structure Montoring)			ICB	5.00%	ICB
Smart Cities Operations Center		The Smart Cities Operations Center aggregates data from multiple civic departments into one user interface. The dashboard may be customized to show data from aviation; public safety; lighting; energy; transportation;water services; enviromental depts and more.			
SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand		MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Annual License	AT&T		$195,000.00	5.00%	$185,250.00
Technical Services	AT&T		$105,000.00	5.00%	$99,750.00

Hardware Panels	AT&T		$27,000.00	5.00%	$25,650.00
IoT Technical Services	**Manufacturer / Brand**	**Description**	**MSRP**	**DIR Customer Discount % off**	**DIR Customer Price**
Technical Services		hourly	$250.00	20.00%	$200.00
Technical Services		daily	$2,000.00	20.00%	$1,600.00
Technical Services		weekly	$10,000.00	20.00%	$8,000.00
Technical Services		monthly	$36,000.00	20.00%	$28,800.00

AT&T Enhanced Push to Talk	

SOFTWARE CATEGORY / DESCRIPTION	**Manufacturer / Brand**	**Product Description**	**MSRP**	**DIR Customer Discount % off MSRP**	**DIR Customer Price**
AT&T Dispatch Software	Kodiak	Dispatch, Location Application	$40.00 / mo	25.00%	$30 / mo / unit
AT&T Enhanced Push to Talk	Kodiak	AT&T License	$5.00	40.00%	$3.00 / mo / unit
AT&T Enhanced Push to Talk	Kodiak	AT&T License	$30.00	40.00%	$18.00 / mo / unit

Rave EyeWitness by AT&T	

SOFTWARE CATEGORY / DESCRIPTION	**Manufacturer / Brand**	**Product Description**	**MSRP (Annual)**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Annual)**
Tier 0-5,000	Rave Mobile Systems	SMS Crime Text Solution	$5,400.00	8.00%	$4968 yr
Tier 5,001-15,000	Rave Mobile Systems	SMS Crime Text Solution	$7,150.00	10.00%	$6435 yr
Tier 15,001-30,000	Rave Mobile Systems	SMS Crime Text Solution	$8,960.00	12.00%	$7884.80 yr
Tier 30,001-60,000	Rave Mobile Systems	SMS Crime Text Solution	$11,500.00	15.00%	$9775 yr
Tier 60,001-100,000	Rave Mobile Systems	SMS Crime Text Solution	$17,700.00	18.00%	$14514 yr
Tier 100,001-250,000	Rave Mobile Systems	SMS Crime Text Solution	$24,000.00	20.00%	$19200 yr

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Annual)	DIR Customer Discount % off MSRP	DIR Customer Price (Annual)
Technical Services - Additional Shortcode	Rave Mobile Systems	Technical Services	$1,800.00	40.00%	$1,080.00
Technical Services - EyeWitness OneTime Setup fee (Required)	Rave Mobile Systems	Technical Services	$2,340.00	40.00%	$1,404.00

Rave Guardian by AT&T

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Annual)	DIR Customer Discount % off MSRP	DIR Customer Price (Annual)
Tier 0-20,000 seats	Rave Mobile Systems	Panic Alert Mobile Solution	$12,500.00	25.00%	$9375 yr
Tier 20,000+ seats	Rave Mobile Systems	Panic Alert Mobile Solution	$7,500.00	25.00%	$5625 yr

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Annual)	DIR Customer Discount % off MSRP	DIR Customer Price
Rave Technical Services	Rave Mobile Systems	Technical Services	$4,500.00	25.00%	$3,375.00

Rave Messenger by AT&T

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Annual)	DIR Customer Discount % off MSRP	DIR Customer Price (Annual)
SMS Mass Alerting Solution - BASIC	Rave Mobile Systems	SMS Mass Alerting Solution - BASIC	$5,000.00	25.00%	$3750 yr
SMS Mass Alerting Solution - Premium	Rave Mobile Systems	SMS Mass Alerting Solution - Premium	$10,000.00	25.00%	$7500 yr

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Annual)	DIR Customer Discount % off MSRP	DIR Customer Price (Annual)
Technical Services Hourly Fee	Rave Mobile Systems	Technical Services Hourly Fee	$270.00/HR	25.00%	$202.50/HR
Rave Messenger BASIC - Setup	Rave Mobile Systems	Rave Messenger BASIC - Setup	$2,250.00	25.00%	$1,687.50
Rave Messenger Premium - Setup	Rave Mobile Systems	Rave Messenger Premium - Setup	$4,500.00	25.00%	$3,375
SmartLoader Automated Bulk Load Setup	Rave Mobile Systems	SmartLoader Automated Bulk Load Setup	$4,500.00	25.00%	$3,375

LDAP or IMAP Authentican Integration	Rave Mobile Systems	LDAP or IMAP Authentican Integration	$4,500.00	25.00%	$3,375
CAS or Shinnoleth Authentication Integration	Rave Mobile Systems	CAS or Shinnoleth Authentication Integration	$4,500.00	25.00%	$3,375
Integration to Blackboard Learning System	Rave Mobile Systems	Integration to Blackboard Learning System	$4,500.00	25.00%	$3,375

AT&T Fleet Manager

HARDWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
AT&T Fleet Manager - 1 seat	BSM Technologies	Asset Tracking	$275.00/ unit	3.60%	$239.36/ unit
AT&T Fleet Manager - 1 seat	BSM Technologies	Trailer Tracking	$245.00/ unit	4.00%	$235.20/ unit
AT&T Fleet Manager - 1 seat	BSM Technologies	Track and Chace	$275.00/ unit	3.60%	$239.36/ unit
AT&T Fleet Manager - 1 seat	BSM Technologies	Fleet Management	$275.00/ unit	3.60%	$239.36/ unit
AT&T Fleet Manager - 1 seat	BSM Technologies	Hours of Service	$370.00/ unit	5.00%	$351.50/ unit
AT&T Fleet Manager - 1 seat	BSM Technologies	Hours of Service MDT 3500	$840.00/ unit	4.70%	$836.05/ unit
AT&T Fleet Manager - 1 seat	BSM Technologies	Hours of Service MDT 3500	$1475.00/ unit	5.00%	$1401.25/ unit
AT&T Fleet Manager - 1 seat	BSM Technologies	Public Works	$505.00/ unit	4.90%	$480.25/ unit
SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
AT&T Fleet Manager - 1 seat	BSM Technologies	Asset Tracking	$9.45/ mo	4.70%	$9.00 / mo / unit
AT&T Fleet Manager - 1 seat	BSM Technologies	Trailer Tracking	$12.60/ mo	4.70%	$12.01 / mo / unit
AT&T Fleet Manager - 1 seat	BSM Technologies	Track and Chance	$18.90/ mo	4.70%	$18.01 / mo / unit
AT&T Fleet Manager - 1 seat	BSM Technologies	Fleet Management	$23.10/ mo	4.70%	$22.01 / mo / unit
AT&T Fleet Manager - 1 seat	BSM Technologies	Hours of Service	$27.30/ mo	4.70%	$26.02 / mo / unit

AT&T Fleet Manager - 1 seat	BSM Technologies	Public Works	$32.55/ mo	4.70%	$31.02 / mo / unit
AT&T Fleet Manager Mobi-1 seat	BSM Technologies	Mobi Solution Bundle	$20.47/mo	4.70%	$19.51/mo/unit
AT&T Fleet Manager Mobi-1 seat	BSM Technologies	Compliance Core	$11.55/ mo	4.70%	$11.1/mo/unit
AT&T Fleet Manager Mobi-1 seat	BSM Technologies	Insight	$5.75/ mo	4.70%	$5.48 / mo /unit
AT&T Fleet Manager Mobi-1 seat	BSM Technologies	Route	$5.75/ mo	4.70%	$5.48 / mo /unit
AT&T Fleet Manager Mobi-1 seat	BSM Technologies	Dispatch	$5.75/ mo	4.70%	$5.48 / mo /unit
AT&T Fleet Manager Mobi-1 seat	BSM Technologies	Connect	$5.75/ mo	4.70%	$5.48 / mo /unit
AT&T Fleet Manager Mobi-1 seat	BSM Technologies	Result	$5.75/ mo	4.70%	$5.48 / mo /unit
AT&T Fleet Manager Mobi-1 seat	BSM Technologies	Status	$5.75/ mo	4.70%	$5.48 / mo /unit
SOFTWARE CATEGORY / DESCRIPTION	**Manufacturer / Brand**	**Product Description**	**MSRP**	**DIR Customer Discount % off MSRP**	**DIR Customer Price**
ASSET TRACKING	WebTech Wireless	Setup Fee	$14.50/ unit	3.00%	$14.06 / mo / unit
TRAILER TRACKING	WebTech Wireless	Setup Fee	$14.50/ unit	3.00%	$14.06 / mo / unit
TRACK AND CHASE	WebTech Wireless	Setup Fee	$14.50/ unit	3.00%	$14.06 / mo / unit
FLEET MANAGEMENT	WebTech Wireless	Setup Fee	$14.50/ unit	3.00%	$14.06 / mo / unit
HOURS OF Service	WebTech Wireless	Setup Fee	$14.50/ unit	3.00%	$14.06 / mo / unit
PUBLIIC WORKS	WebTech Wireless	Setup Fee	$14.50/ unit	3.00%	$14.06 / mo / unit
AT&T Fleet Center (Dispatch)					
HARDWARE CATEGORY / DESCRIPTION	**Manufacturer / Brand**	**Product Description**	**MSRP**	**DIR Customer Discount % off MSRP**	**DIR Customer Price**
AT&T FLEET CENTER DISPATCH	VT-2620 GPS Telematics Unit	$175.00	2.80%	$170.10	
AT&T FLEET CENTER DISPATCH	VT-3030 GPS Telematics Unit	$175.00	2.80%	$170.10	

AT&T FLEET CENTER DISPATCH	Garmin Navigation Device	$265.00	6.00%	$249.10
AT&T FLEET CENTER DISPATCH	Temoerature Sensor	$110.00	9.00%	$100.10
AT&T FLEET CENTER DISPATCH	PTO Hardware	$70.00	14.00%	$60.20
AT&T FLEET CENTER DISPATCH	Key FOB Reader	$110.00	9.00%	$100.10
AT&T FLEET CENTER DISPATCH	Key FOB	$10.00	25.00%	$7.50

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Tier 1-19	Fleetcor	Fleet Center Dispatch	$40.00/ mo	2.50%	$39.00 / mo / unit
Tier 20-49	Fleetcor	Fleet Center Dispatch	$38.00/ mo	2.60%	$37.00 / mo / unit
Tier 50+	Fleetcor	Fleet Center Dispatch	$34.00/ mo	2.00%	$33.32 / mo / unit

Turnkey	Optional Description		MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
TECHNICAL INSTALL	INSTALLATION		$125.00/ unit	4.00%	$120.00 / unit

AT&T Fleet Center (Dispatch)					

HARDWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
1	AT&T FLEET CENTER	VT-2620 GPS Telematics Unit	$175.00	2.80%	$170.10
1	AT&T FLEET CENTER	VT-3030 GPS Telematics Unit	$175.00	2.80%	$170.10
1	AT&T FLEET CENTER	Temoerature Sensor	$110.00	9.00%	$100.10
1	AT&T FLEET CENTER	PTO Hardware	$70.00	14.00%	$60.20
1	AT&T FLEET CENTER	Key FOB Reader	$110.00	9.00%	$100.10
1	AT&T FLEET CENTER	Key FOB	$10.00	25.00%	$7.50

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
1-50	Fleetcor	AT&T Fleet Center	$23.00/ mo	4.00%	$22.00 / mo / unit
50+	Fleetcor	AT&T Fleet Center	$22.00/ mo	4.50%	$21.00 / mo / unit
1-19	Fleetcor	AT&T Fleet Center	$34.00/ mo	3.00%	$33.00 / mo / unit
20-49	Fleetcor	AT&T Fleet Center	$33.00/ mo	3.00%	$32.00 / mo / unit
50+	Fleetcor	AT&T Fleet Center	$32.00/mo	3.00%	$31.00 / mo / unit
Technical / Installation	Fleetcor	AT&T Fleet Center	$110 / unit	4.50%	$105.00 / mo / unit

AT&T Control Center Mandatory Charges

Product Name	Published Price	DIR Discount	DIR Customer Price
Account set up, custom set up, and one (1) hour of online training. One Time per account creation	$500.00	5.71%	$475.00
SIM fee (per SIM)	$2.00	5.71%	$1.90
Activation fee (per device)	$2.00	5.71%	$1.90
SMS per message for (MO) Mobile Originating and (MT) Mobile Terminating in U.S states and Territories	$0.15	5.71%	$0.14
SMS per message for Roaming Internationally for MO	$0.50	5.71%	$0.48
SMS per message for Roaming Internationally for MT	$0.15	5.71%	$0.14

Product Name	Published Price	DIR Discount	DIR Customer Price
International Data Usage: per MB, per SIM	$10.00	5.71%	$9.50
AT&T Control Center Additional/Optional connectivity and charges			

Product Name	Published Price	DIR Discount	DIR Customer Price
AT&T Control Center-Enhanced Support Services	$2,250.00		
AT&T Control Center – Advanced	$0.15	5.71%	$0.14/SIM per month
Traffic Segmentation – Up to 10 streams	$0.14	5.71%	$0.13/SIM per month
Custom static IP APN set up – Creation of custom APN static private IP addressing. (One time per APN)	$1,000.00	5.71%	$950.00
SMPP Bind – Set up cost for SMPP Bind to provide for SMS connectivity. Includes connectivity to redundant SMSC gateways. Requires VPN. (One time per SMPP bind)	$500.00	5.71%	$475.00
CPE VPN set up -rack mount routers – VPN set up that includes two (2) (AT&T selected and approved) rack mountable routers configured with redundant VPN tunnels. (One time per VPN)	$2,995.00	5.71%	$2,845.25

	Published Price	DIR Discount	DIR Customer Price
COAM (customer owned and maintained) VPN set up – Customer owned and maintained VPN implementation. Router must be approved by AT&T and configured with redundant VPN tunnels. Must be configured with company supplied configuration and allow remote management and monitoring. Includes 10 hours of set up time. Additional time billable at hourly rate of $250. (One time per VPN). Customer must supply and maintain hardware.	$1,495.00	5.71%	$1,420.25

AT&T Control Center Rate Plans			
Product Name	**Published Price**	**DIR Discount**	**DIR Customer Price**
AT&T Control Center M2M IoT Plans - 1MB	$5.00	25.56%	$3.75, Overage $1.00/MB
AT&T Control Center M2M IoT Plans - 2MB	$5.75	25.56%	$4.31, Overage $1.00/MB
AT&T Control Center M2M IoT Plans - 3MB	$6.25	25.56%	$4.69, Overage $1.00/MB
AT&T Control Center M2M IoT Plans - 5MB	$7.00	25.56%	$5.25, Overage $1.00/MB
AT&T Control Center M2M IoT Plans - 10MB	$8.25	25.56%	$6.19, Overage $1.00/MB
AT&T Control Center M2M IoT Plans - 25MB	$10.00	25.56%	$7.50, Overage $1.00/MB
AT&T Control Center M2M IoT Plans - 150MB	$18.00	25.56%	$13.50, Overage $1.00/MB

AT&T Control Center M2M IoT Plans - 250MB	$20.00	25.56%	$15.00, Overage $0.015/MB		
AT&T Control Center M2M IoT Plans - 1GB	$25.00	25.56%	$18.75, Overage $0.015/MB		
AT&T Control Center M2M IoT Plans - 2GB	$28.66	25.56%	$21.50, Overage $0.015/MB		
AT&T Control Center M2M IoT Plans - 5GB	$45.33	25.56%	$34.00, Overage $0.015/MB		
AT&T Control Center M2M IoT Plans - 10GB	$80.00	25.56%	$60.00, Overage $0.015/MB		
AT&T Control Center M2M IoT Plans - 20GB	$150.00	25.56%	$112.50, Overage $0.015/MB		

AT&T Mobile Forms

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
AT&T Mobile Forms	True Context	Mobile Forms -1 User License	$11.45	15%	$9.73
AT&T Mobile Forms	True Context	Mobile Forms -2 User License	$22.89	15%	$19.45
AT&T Mobile Forms	True Context	Mobile Forms -4 User License	$45.77	15%	$38.90
AT&T Mobile Forms	True Context	Mobile Forms -8 User License	$91.24	15%	$77.55
AT&T Mobile Forms	True Context	Mobile Forms -16 User License	$183.00	15%	$155.55
AT&T Mobile Forms	True Context	Mobile Forms -32 User License	$367.16	15%	$312.08
AT&T Mobile Forms	True Context	Mobile Forms -64 User License	$732.32	15%	$622.47
AT&T Mobile Forms	True Context	Mobile Forms -128 User License	$1,464.70	15%	$1,245.00
AT&T Mobile Forms	True Context	Mobile Forms -256 User License	$2,929.20	15%	$2,489.82

AT&T Mobile Forms	True Context	Mobile Forms -512 User License	$5,858.56	15%	$4,979.78
AT&T Mobile Forms	True Context	Mobile Forms Professional	$22.94	15%	$19.50
AT&T Mobile Forms	True Context	Mobile Forms Professional -1 User License	$22.94	15%	$19.50
AT&T Mobile Forms	True Context	Mobile Forms Professional -2 User License	$45.89	15%	$39.00
AT&T Mobile Forms	True Context	Mobile Forms Professional -4 User License	$91.77	15%	$78.00
AT&T Mobile Forms	True Context	Mobile Forms Professional -8 User License	$171.57	15%	$145.83
AT&T Mobile Forms	True Context	Mobile Forms Professional -16 User License	$367.08	15%	$312.02
AT&T Mobile Forms	True Context	Mobile Forms Professional -32 User License	$849.16	15%	$721.79
AT&T Mobile Forms	True Context	Mobile Forms Professional -64 User License	$1,468.32	15%	$1,248.07
AT&T Mobile Forms	True Context	Mobile Forms Professional -128 User License	$2,936.64	15%	$2,496.14
AT&T Mobile Forms	True Context	Mobile Forms Professional -256 User License	$5,873.28	15%	$4,992.29
AT&T Mobile Forms	True Context	Mobile Forms Professional -512 User License	$11,746.56	15%	$9,984.58

AT&T Workforce Manager					
SOFTWARE CATEGORY / DESCRIPTION	**Manufacturer / Brand**	**Product Description**	**MSRP (Monthly)**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**
Mobile Data Entry + GPS Handheld or Tablet Tracking	Actsoft	AT&T Workforce Manager Standard	$12.50	25%	$9.38

Mobile Data Entry + GPS Handheld or Tablet Tracking	Actsoft	AT&T Workforce Manager Enhanced	$18.75	25%	$14.06
Mobile Data Entry + GPS Handheld or Tablet Tracking	Actsoft	AT&T Workforce Manager Premium	$25.00	25%	$18.75

AT&T Fleet Complete

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
GPS Automatic Vehicle Locator	Fleet Complete	Fleet Tracker - MGS200 (2 meg data)	$20.00	10%	$18.00
GPS Automatic Vehicle Locator	Fleet Complete	Fleet Tracker - (5 meg data MGS 800 only)	$20.00	10%	$18.00
GPS Automatic Vehicle Locator	Fleet Complete	Fleet Tracker - MGS200 (10 meg data)	$22.00	10%	$19.80
GPS Automatic Vehicle Locator	Fleet Complete	Fleet Tracker - (25 meg data MGS 800 only)	$22.00	10%	$19.80
GPS Automatic Vehicle Locator	Fleet Complete	Personal Tracker tracking application (10 meg data)	$18.00	10%	$16.20
GPS Automatic Vehicle Locator	Fleet Complete	Vision, Video Telematics	$15.00	10%	$13.50
GPS Automatic Vehicle Locator	Fleet Complete	LTEM Asset Tracker (1 ping per day- 1 meg data)	$6.75	0%	$6.75
GPS Automatic Vehicle Locator	Fleet Complete	Asset Tracker - AT1000 (2 meg data)	$12.00	10%	$10.80
Software for cellphone and employee tracking	Fleet Complete	Task Tracker - Standalone	$10.00	50%	$5.00
HARDWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
AT&T MGS 800 LTE GPS Automatic Vehicle Locator		LTE GPS Vehicle Fleet Tracking Unit	$155.00	35%	$100.75
LTEM Asset Tracker		LTEM Asset Tracking Unit with long-life battery or	$70.00	10%	$63.00
PT100 Hardware		Personal Tracker tracking unit	$149.00	10%	$134.10
MGS200		Fleet Tracking Unit with External Antenna	$155.00	35%	$100.75
Vision External Camera		Bluetooth Video Telematics External Dash Camera	$85.00	5%	$80.75

		Asset Tracking Unit w/hardwire or Extreme	$199.00	25%	$149.25
AT&T AT1000					

AT&T Fleet Management

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
Technical / Installation	GeoTab	Single vehicle install without harness (Labor only)	$80.00	5%	$76.00
Technical / Installation		Single vehicle install using a harness. Does not include the harness cost (Labor only)	$105.00	5%	$99.75
Technical / Installation		Extended Installation –	$125.00	4%	$120.00
Technical / Installation		3 wire standard Installation -	$140.00	4%	$135.00
Technical / Installation		PTO (IOX_AUX) standard in dash installation. Per Unit fee	$25.00	5%	$23.75
Technical / Installation		PTO (IOX_AUX) Non standard under vehicle installation.	$85.00	5%	$80.75
Technical / Installation		Garmin (IOX-AUX) add-on	$25.00	5%	$23.75
Technical / Installation		Driver ID (IOX-AUX) add-on	$25.00	5%	$23.75
Technical / Installation		Aux USB Charging (IOX-USB)	$25.00	5%	$23.75
Technical / Installation		Go Talk (IOX-GOTALK) add-on	$25.00	5%	$23.75
Technical / Installation		Speaker / Buzzer (IOX-BUZZ)	$25.00	5%	$23.75
Technical / Installation		services for any installation/deinstallation items not covered in the pricing schedule (per vehicle) (hourly)	$150.00	4.50%	$145.00
Technical / Installation		Remove old OBDII/ Re-install new OBDII. Rates (per unit) without harness	$130.00	5%	$123.50
Technical / Installation		Remove/ Re-install Rates (per unit) OBDII with straight harness	$150.00	5%	$142.50
Technical / Installation		Remove Only. OBDII or OBDII with straight cable only. (per unit)	$60.00	5%	$57.00

Technical / Installation		Training (per day) - combine with Training travel fees. Per event	$1,500.00	5%	$1,425.00
Technical / Installation		Training (travel fees if applicable) per location	$850.00	5%	$807.50
Technical / Installation		Trip charge ($25 minimum charge or $0.55 per mile). 18 units avoid paying trip charge (mileage pass	$0.90	16%	$0.76
Technical / Installation		No-Show Fees (per vehicle)	$50.00	5%	$47.50
Technical / Installation		Fee for installations conducted on the customers premises. Cost is for 1 installer, 1 day, for 18 vehicles	$255.00	5%	$242.25
Technical / Installation		Gate access wait fee (per hour) when waiting to/from vehicles to perform installations	$100.00	5%	$95.00
Technical / Installation		Technician fee when site requires special Homeland Security Clearance (TWIC) cards, minimum	$400.00	N/A	$400.00
Technical / Installation		Per location shipping fee	$40.00	N/A	$40.00
Hardware Fees	GeoTab	OBDII GO7 telematics device for applications, GO73G1	$69.00	16%	$58.00
Hardware Fees	GeoTab	GO73G1			
Hardware Fees	GeoTab	Blue NFC Driver ID Tag. Used with IOX-NFC Driver ID Tag Reader	$5.00	10%	$4.50
Hardware Fees	GeoTab	GEO-NFCFOBBLU			
Hardware Fees	GeoTab	Bag of 20 NFC fobs. Includes CSV file of tag IDs	$67.00	10%	$60.30
Hardware Fees		NFC Driver ID Sticker Tag with blue inner label. Used with IOX-NFC Driver ID Tag Reader. 40mm (~1.5") in diameter. GEO-NFCSTKBLU	$5.00	10%	$4.50
Hardware Fees		Bag of 20 NFC stickers. Includes CSV file of tag IDs	$67.00	10%	$60.30
Hardware Fees		Serialized cable tie, also known as a zip tie (pack of 100	$58.00	10%	$52.20
Hardware Fees		Adapter harness, needed in conjunction with HRN-DS09T2 or HRN-DR09T2 on 2017 Kenworth and Peterbilt trucks with Paccar engines MX13/MX15 for enhanced engine data support. HRN-BS04A1	$10.00	10%	$9.00
Hardware Fees		OBDII extension cable pack for GO6 and GO7.	$10.00	10%	$9.00

Hardware Fees		OBDII extension harness for GO6 and GO7 -	$12.00	10%	$10.80
Hardware Fees		OBDII harness for GO6 and GO7.	$15.00	10%	$13.50
Hardware Fees		GO6 and GO7 harness for custom installs.	$20.00	10%	$18.00
Hardware Fees		3-wire harness for GO7 - PWR, GND, IGN. HRN-CW03S3	$10.00	10%	$9.00
Hardware Fees		6-pin straight harness for North American heavy duty Deutsch connector	$18.00	10%	$16.20
Hardware Fees		6-pin heavy duty T-harness	$30.00	10%	$27.00
Hardware Fees		9-pin straight harness for North American heavy duty Deutsch connector	$18.00	10%	$16.20
Hardware Fees		Universal Heavy-Duty T-cable Kit — Multi-connector kit.	$30.00	10%	$27.00
Hardware Fees		Universal OBDII T-cable Kit – Multi-connector kit	$30.00	10%	$27.00
Hardware Fees		Connects GO RUGGED to vehicle diagnostic port for engine data	$15.00	10%	$13.50
Hardware Fees		Required to connect any IOX to the GO RUGGED.	$15.00	10%	$13.50
Hardware Fees		PSM module connection for Mercedes Sprinters for global markets.	$12.00	10%	$10.80
Hardware Fees		IOX Add-On for GO6/GO7 to support an alert message to MyGeotab	$36.00	10%	$32.40
Hardware Fees		IOX Add-On for GO6/GO7 for analog auxiliary input support.	$50.00	10%	$45.00
Hardware Fees		IOX Add-On for GO6/GO7 for auxiliary support, IOX-AUXM	$42.00	10%	$37.80
Hardware Fees		Bluetooth® low energy IOX Add-On, for GO6 and later devices	$56.00	10%	$50.40
Hardware Fees		External buzzer/beeper for the GO6/GO7 platform, IOX-BUZZ	$56.00	10%	$50.40
Hardware Fees		IOX Add-On for GO6/GO7 for CAN integrations	$56.00	10%	$50.40
Hardware Fees		IOX Add-On for GO6/GO7 for Rexroth Compu-Spread controllers	$140.00	10%	$126.00

Hardware Fees		IOX Add-On for GO6/GO7 for DICKEY-john, IOX-DJ	$120.00	10%	$108.00
Hardware Fees		IOX Add-On for GO6/7 for Garmin PNDs requiring NO traffic services.	$90.00	10%	$81.00
Hardware Fees		IOX Add-On for GO6/7 for Garmin PNDs that require traffic services. Supports North America, IOX-GARMINWT	$125.00	10%	$112.50
Hardware Fees		Text-to-Speech Speaker for Driver Feedback for the GO6/7 platform, IOX-GOTALK	$110.00	10%	$99.00
Hardware Fees		NFC Tag Reader ONLY - used for Driver ID, IOX-NFCREADER	$65.00	10%	$58.50
Hardware Fees		Mounting bracket and holder for IOX-NFCREADER.	$3.50	10%	$3.15
Hardware Fees		IOX Add-On for GO6/GO7 for controlling a relay from MyGeotab	$36.00	10%	$32.40
Hardware Fees		IOX Add-On for GO6/GO7 for RS232 support	$50.00	10%	$45.00
Hardware Fees		IOX Add-On for GO6/GO7 for RS232 support	$50.00	10%	$45.00
Hardware Fees		IOX Add-On for GO6/GO7 for Iridium satellite support	$570.00	10%	$513.00
Hardware Fees		IOX Add-On for GO6/GO7 that allows two-way data transfer and charging of external devices.	$50.00	10%	$45.00
Hardware Fees		Mounting bracket and material for GO6/GO7	$5.00	10%	$4.50
Hardware Fees		Driver ID Relay kit for GO4v3 and GO6 and GO7	$30.00	10%	$27.00
Plans	GeoTab	Base Tracking – No Commit (monthly charge for service)	$13.00	24%	$9.90
Plans		Pro Tracking – No Commit (monthly charge for service)	$24.00	19%	$19.35
Plans		Pro + Active tracking and IoX support – No Commit (monthly charge for service)	$28.00	19%	$22.68
AT&T Business Messaging					

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
Secure Encrypted Messaging / Cross Carrier Basic Access	AT&T	AT&T Business Messaging	$3.30	10%	$2.97
Secure Encrypted Messaging / Cross Carrier Unlimited Access	AT&T	AT&T Business Messaging	$10.99	10%	$9.89

AT&T Messaging ToolKit

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
Mass Messaging / Voice & Shortcode Solutions Multi 2,000	Trumpia	AT&T Messaging Toolkit	$104.50	10%	$94.05
Mass Messaging / Voice & Shortcode Solutions Multi 3,000	Trumpia	AT&T Messaging Toolkit	$148.50	10%	$133.65
Mass Messaging / Voice & Shortcode Solutions Multi 4,000	Trumpia	AT&T Messaging Toolkit	$181.50	10%	$163.35
Mass Messaging / Voice & Shortcode Solutions Multi 5,000	Trumpia	AT&T Messaging Toolkit	$214.50	10%	$193.05
Mass Messaging / Voice & Shortcode Solutions Automation 7,500	Trumpia	AT&T Messaging Toolkit	$291.50	10%	$262.35
Mass Messaging / Voice & Shortcode Solutions Automation 10,000	Trumpia	AT&T Messaging Toolkit	$407.00	10%	$366.30

Message Archiving

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Part Number	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)

Archiving monthly access charge	Smarsh/ AT&T BMARCVEN	AT&T Message Archiving	$5.00	10%	$4.50
Archiving monthly access charge	Smarsh/ BMAVENIND	Archiving Platform from Smarsh	$8.00	10%	$7.20

AT&T Landline Texting

SOFTWARE CATEGORY / DESCRIPTION	Features & Product Description	MSRP/Monthly	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
Basic	1 enabled phone number/1 user login: Unlimited SMS Web, desktop, mobile apps, Contact imports	$10.00		
Standard	1 enabled phone number/1 user login: Includes Basic plus: Unlimited SMS/MMS,Customizable signature, Auto reply (single), Scheduled texting, Group texting	$25.00		
Premium	1 enabled phone number/1 user login: Includes Standard plus: Includes Standard plus: Option to add additional users ($25/user/month), Collaboration tools, Auto reply (multiple), 5 keywords Inbound/forward	$100.00		
API offer	25,000 SMS month; 2 registered phone numbers, SMS Overage: $0.01/SMS (MO/MT) MMS Usage: $0.02/MMS (MO/MT), Additional numbers: Toll Free: $2.00/number/month Landline: $1.00/number/month	$500.00		

AT&T Sponsored Business ID

SOFTWARE CATEGORY / DESCRIPTION	Features & Product Description	per TN (user)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
SBID	Text only business ID that would display the Business Caller ID on the incoming call screen for capable devices	$1.99		

Global Smart Messaging Systems (GSMS)

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)

Mass Messaging / Voice & Shortcode Solutions 0-10k messages	Soprano	AT&T Global Smart Messaging	$1,320.00	10%	$1,188.00
Mass Messaging/Voice & Shortcode Solutions 10-20k messages; Monthly cost plus $.04/msg	Soprano	AT&T Global Smart Messaging	$0.04/msg plus MSRP	N/A	$0.04/msg plus MSRP
Mass Messaging/Voice & Shortcode Solutions 20k+ Monthly cost plus $0.035/msg	Soprano	AT&T Global Smart Messaging	$0.035/msg plus MSRP	N/A	$0.035/msg plus MSRP
Mass Messaging/Voice & Shortcode Solutions MMS 1+Monthly cost plus $0.13/msg	Soprano	AT&T Global Smart Messaging	$0.13/msg plus MSRP	N/A	$0.13/msg plus MSRP
Mass Messaging/Voice & Shortcode Solutions Voice 1+Monthly cost plus $0.04/msg	Soprano	AT&T Global Smart Messaging	$0.04/msg plus MSRP	N/A	$0.04/msg plus MSRP
Setup One time charge	Soprano	AT&T Global Smart Messaging	$3,300.00	N/A	$3,300.00
AT&T Dynamic Traffic Management	**Manufacturer / Brand**	**Product Description**	**MSRP (Monthly)**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**
SOFTWARE CATEGORY / DESCRIPTION	AT&T	AT&T Dynamic Traffic Management (Enterprise)	$12.50	25%	$9.38
Wireless Data Network Quality of Service & Class of Service	AT&T	AT&T Dynamic Traffic Management (Public Safety)	$18.75	25%	$14.06
AT&T Cargo View	**Manufacturer / Brand**	**Product Description**	**MSRP (Monthly)**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**
SOFTWARE CATEGORY / DESCRIPTION	AT&T	Cargo View Bundle	$37.40	10%	$33.66
Asset Tracking / Cargo View Bundle	AT&T	Cargo View Service	$42.90	10%	$38.61
Asset Tracking / Cargo View Monthly w/ separate equipment purchase	AT&T	Cargo View Equipment	$159	N/A	$159.00
Equipment	AT&T	Cargo View Equipment	$129	N/A	$129.00

Accessory - Battery	AT&T	Cargo View Equipment	$299	N/A	$299.00
Accessory - Mass Charger	AT&T	Cargo View Equipment	$129	N/A	$129.00

Lookout Mobile Endpoint Security	Manufacturer Brand - Lookout						
SOFTWARE CATEGORY / DESCRIPTION	Product Description	Annual List Rate	DIR Price Annually	Annual Discount (%)	Monthly List Rate	DIR Price Monthly	Monthly Discount (%)
MES Threats Per User	Mobile Endpoint Security 1 Year Term	$72.00	$68.90	4.3%	$8.00	$7.84	2.0%
MES Threats Per Device	Mobile Endpoint Security 1 Year Term	$48.00	$45.94	4.3%	$5.33	$5.22	2.0%
MES Threats Per User	Mobile Endpoint Security 3 Year Term	$172.80	$165.37	4.3%			
MES Threats Per Device	Mobile Endpoint Security 3 Year Term	$115.20	$110.25	4.3%			
MES Comprehensive Per User	Mobile Endpoint Security 1 Year Term	$84.00	$80.39	4.3%	$9.33	$9.14	2.0%
MES Comprehensive Per Device	Mobile Endpoint Security 1 Year Term	$60.00	$57.42	4.3%	$6.67	$6.54	2.0%
MES Comprehensive Per User	Mobile Endpoint Security 3 Year Term	$201.60	$192.93	4.3%			
MES Comprehensive Per Device	Mobile Endpoint Security 3 Year Term	$144.00	$137.81	4.3%			
Enterprise Mobility Management							
Enterprise Traffic Protector	**ETP helps proactively identify and block security threats such as ransomware, malware,and phishing for remote workers.**						

Product Description	Number of Users	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
Enterprise Traffic Protector (ETP) - Roaming	0 - 200 Users	$7.27	12.79%	$6.34
Enterprise Traffic Protector (ETP) - Roaming	201 - 400 Users	$5.45	12.66%	$4.76
Enterprise Traffic Protector (ETP) - Roaming	401 - 1000 Users	$2.75	18.91%	$2.23
Enterprise Traffic Protector (ETP) - Roaming	1,001 - 3,000 Users	$2.06	18.93%	$1.67
Enterprise Traffic Protector (ETP) - Roaming	3,001 - 5,000 Users	$1.74	18.97%	$1.41
Enterprise Traffic Protector (ETP) - Roaming	5,001 - 10,000 Users	$1.47	19.05%	$1.19
Enterprise Traffic Protector (ETP) - Roaming	10,001 - 20,000 Users	$1.28	18.75%	$1.04
Enterprise Traffic Protector (ETP) - Roaming	20,001 - 999,999,999 Users	$1.01	19.80%	$0.81

ETP Roaming: Pricing will be based on number of Roaming Users, at the end of every 12 month period AT&T will perform an audit and true up the number of Roaming Users. ETP Roaming includes all features of ETP Standard but also includes the ETP Client Connector. This feature allows customers the ability to provide protection to off-network clients with the ETP Client application, and to identify devices by-IP that have been blocked for clean-up/remediation. Additional Users must be ordered in increments of 100. Additional User pricing is based on simple tiering (not progressive).

Product Description	Number of Users	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
Enterprise Traffic Protector (ETP) - Advanced	0 - 200 Users	$10.91	12.83%	$9.51
Enterprise Traffic Protector (ETP) - Advanced	201 - 400 Users	$6.83	12.74%	$5.96
Enterprise Traffic Protector (ETP) - Advanced	401 - 1,000 Users	$4.13	19.13%	$3.34
Enterprise Traffic Protector (ETP) - Advanced	1,001 - 3,000 Users	$3.09	18.77%	$2.51
Enterprise Traffic Protector (ETP) - Advanced	3,001 - 5,000 Users	$2.61	19.16%	$2.11
Enterprise Traffic Protector (ETP) - Advanced	5,001 - 10,000 Users	$2.21	19.00%	$1.79
Enterprise Traffic Protector (ETP) - Advanced	10,001 - 20,000 Users	$1.92	18.75%	$1.56
Enterprise Traffic Protector (ETP) - Advanced	20,001 - 999,999,999 Users	$1.52	19.08%	$1.23
Enterprise Traffic Protector - Integration (optional)	Standard Integration (optional)	$2,800.00	7.14%	$2,600.00

ETP Advanced: Pricing will be based on number of Advanced Users, at the end of every 12 month period AT&T will perform an audit and true-up the number of Advanced Users. Including all of the features of ETP Roaming, ETP Advanced is for those customers that require the most advanced defensive actions for prevention of threats and remediation. With ETP Advanced, Domains that are considered risky based on threat intelligence are automatically forwarded to a cloud proxy. The requested URL is checked and malicious URLs are automatically blocked. The proxy inspects both HTTP and HTTPS URLs. The HTTP and HTTPS payloads from risky domains are then scanned in real time using multiple advanced malware-detection engines. Per user pricing is based on simple tiering (not progressive).

AT&T Mobility Solutions Services

AT&T Mobility Solutions Services provides Technical Services, which are custom pricing that can be discounted up to 10% to assist with but not limited to:

AT&T Mobile Device Management services
AT&T Mobile Device Management (Additional Training Hours)
On-Site Deployment
Assessment Readiness

Blackberry 12

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / part number	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
On-Premise Hardware/Software Products (Annual Costs)				
BES 12 Server Software v12.0	SPA-60801-001	$0.00	0.00%	$0.00
BBOS Annual-Advantage	SPA-60802-001	$23.00	5.00%	$21.68
BBOS Annual-Premium	SPA-60802-002	$40.00	5.00%	$37.70
Silver Annual-Advantage	SPA-60802-003	$23.00	5.00%	$21.68
Silver Annual-Premium	SPA-60802-004	$40.00	5.00%	$37.70
Gold BB Annual-Advantage	SPA-60802-005	$72.00	5.00%	$67.86
Gold BB Annual-Premium	SPA-60802-006	$90.00	5.00%	$84.83

Gold SWSpace Annual-Advantage	SPA-60802-007	$72.00	5.00%	$67.86
Gold SWSpace Annual-Premium	SPA-60802-008	$90.00	5.00%	$84.83

Technical Services

BlackBerry T-Support can provide Premium T-Support Upgrades which include:

Direct to Level 2

BES 12 Planning & Technical Services

BES 12 Remote Installation Server

BES 12 Migration Program Fee

Ability to provide BES 12 Remote Installation for Additional Server

Remote Health Assessment

(All Services above are custom pricing, and eligible for 8% discount)

Calero Enterprise Communication Mgmt

SOFTWARE CATEGORY / DESCRIPTION	Low End # Users	High End # Users	Per license or device
Hosted/Cloud Solutions Architecture (Fixed Pricing)*			
Calero SaaS Invoice Loading Invoice Processing Wireless Optimization	500	10,000	$2.46
Calero SaaS Invoice Loading Invoice Processing Wireless Optimization	10,001	25,000	$2.15
Calero SaaS Invoice Loading Invoice Processing Wireless Optimization	25,001	50,000	$1.88
Calero SaaS Invoice Loading Invoice Processing Wireless Optimization	50,001	100,000	$1.17

Calero SaaS Invoice Loading Invoice Processing Wireless Optimization	100,001	150,000	$0.85
Calero SaaS Invoice Loading Invoice Processing Wireless Optimization	150,001	200,000	$0.55
Calero SaaS Invoice Loading Invoice Processing Wireless Optimization	200,001	And Higher	$0.45
Related Hosted Cloud Services (Fixed Pricing)			
ONBoarding Fees - Per Agency Per Agency On-Boarding/Implementation Per Agency Minimum Monthly Moccimtment / # Number of Devices 500 per agency			$1,562.50

*NOTE - Pricing for Hosted Solutions Architecture requested at
license or device level with description break out of included
functionality by plan, suite, or package.

McAfee Endpoint	Manufacturer / part number	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
MVISION Standard MO Per User MSP/MTR (Mobile Threat Response)	MVISION Mobile MSP-	$1.88	47.00%	$1.00
MVISION Mobile Adv MO Per User MSP/MTR (Mobile Threat Response)	MVISION Mobile MSP-MV3-MO	$4.00	16.75%	$3.33
MVISION Standard MO Per Use MSP + Mobile Adv MO per User MSP/McAfee/ MVISION Mobile MSP-MV1-MO + MSP-MV3-MO	McAfee/ MVISION Mobile MSP-MV1-MO + MSP-MV3-MO	$5.88	26.36%	$4.33

IBM MaaS360	Manufacturer / part number	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
Essentials Suite	IBM MaaS360	$3.00	33.33%	$2.00
Deluxe Suite	IBM MaaS360	$5.00	33.00%	$3.35
Premier Suite	IBM MaaS360	$6.25	32.80%	$4.20
Enterprise Suite	IBM MaaS360	$9.00	33.33%	$6.00

VMware Workspace One					

VMWARE WORKSPACE ONE STANDARD - SHARED CLOUD - ANNUAL SUBSCRIPTIONS	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Standard (Includes AirWatch) Annual Subscription - Shared Cloud for **1 Device**, ASD Support	4220I	$42.00	23%	$32.34	1 year
	4222I	$79.00	23%	$60.83	2 year
	4223I	$111.00	23%	$85.47	3 year
VMware Workspace ONE Standard (Includes AirWatch) Annual Subscription - Shared Cloud for **1 User**, ASD Support	4230I	$72.00	23%	$55.44	1 year
	4228I	$135.36	23%	$104.23	2 year
	4229I	$190.08	23%	$146.36	3 year
VMware Workspace ONE Standard (Includes AirWatch) Annual Subscription - Shared Cloud for **1 Device**, VMware Basic Support	4226I	$42.00	23%	$32.34	1 year
	4227I	$79.00	23%	$60.83	2 year
	4224I	$111.00	23%	$85.47	3 year
VMware Workspace ONE Standard (Includes AirWatch) Annual Subscription - Shared Cloud for **1 User**, VMware Basic Support	4221I	$72.00	23%	$55.44	1 year
	4225I	$135.36	23%	$104.23	2 year
	4239I	$190.08	23%	$146.36	3 year
VMware Workspace ONE Standard (Includes AirWatch) Annual Subscription - Shared Cloud for **1 Device**, VMware Production Support	4232I	$44.00	23%	$33.88	1 year
	4231I	$83.00	23%	$63.91	2 year
	4235I	$117.00	23%	$90.09	3 year
VMware Workspace ONE Standard (Includes AirWatch) Annual Subscription - Shared Cloud for 1 User, VMware Production Support	4242I	$76.00	23%	$58.52	1 year
	4241I	$142.88	23%	$110.02	2 year
	4233I	$200.64	23%	$154.49	3 year

VMWARE WORKSPACE ONE STANDARD - ON PREMISE - ANNUAL SUBSCRIPTIONS	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Standard (Includes AirWatch) Annual Subscription - On Premise for 1 Device, VMware Basic Support	4237I	$30.00	23%	$23.10	1 year
	4236I	$57.00	23%	$43.89	2 year
	4240I	$80.00	23%	$61.60	3 year
VMware Workspace ONE Standard (Includes AirWatch) Annual Subscription - On Premise for 1 User, VMware Basic Support	4234I	$48.00	23%	$36.96	1 year
	4238I	$91.00	23%	$70.07	2 year
	4282I	$127.00	23%	$97.79	3 year
VMware Workspace ONE Standard (Includes AirWatch) Annual Subscription - On Premise for 1 Device, VMware Production Support	4273I	$32.00	23%	$24.64	1 year
	4284I	$61.00	23%	$46.97	2 year
	4267I	$85.00	23%	$65.45	3 year
VMware Workspace ONE Standard (Includes AirWatch) Annual Subscription - On Premise for 1 User, VMware Production Support	4263I	$52.00	23%	$40.04	1 year
	4261I	$98.00	23%	$75.46	2 year
	4255I	$138.00	23%	$106.26	3 year
VMWARE WORKSPACE ONE STANDARD -PERPETUAL LICENSES AND ANNUAL MAINTENANCE	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Standard (Includes AirWatch) Perpetual License for 1 Device	4265I	$62.00	23%	$47.74	one-time fee
Basic Support for VMware Workspace ONE Standard (Includes AirWatch) for 1 Device for 1 year	4259I	$13.00	23%	$10.01	1 year
Production Support for VMware Workspace ONE Standard (Includes AirWatch) for 1 Device for 1 year	4264I	$16.00	23%	$12.32	1 year
VMware Workspace ONE Standard (Includes AirWatch) Perpetual License for 1 User	4281I	$112.00	23%	$86.24	one-time fee
Basic Support for VMware Workspace ONE Standard (Includes AirWatch) for 1 User for 1 year	4278I	$24.00	23%	$18.48	1 year
Production Support for VMware Workspace ONE Standard (Includes AirWatch) for 1 User for 1 year	4266I	$28.00	23%	$21.56	1 year
VMWARE WORKSPACE ONE ADVANCED - SHARED CLOUD - ANNUAL SUBSCRIPTIONS	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Advanced (Includes AirWatch) 1-year Subscription - Shared Cloud for 1 Device, ASD Support	4258I	$66.00	23%	$50.82	1 year
	4276I	$125.00	23%	$96.25	2 years

	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
Subscription - Shared Cloud for 1 Device, ASD Support	4283I	$175.00	23%	$134.75	3 years
VMware Workspace ONE Advanced (Includes AirWatch) 1-year Subscription - Shared Cloud for 1 User, ASD Support	4275I	$120.00	23%	$92.40	1 year
	4271I	$225.60	23%	$173.71	2 years
	4274I	$316.80	23%	$243.94	3 years
VMware Workspace ONE Advanced (Includes AirWatch) 1-year Subscription - Shared Cloud for 1 Device, VMware Basic Support	4262I	$66.00	23%	$50.82	1 year
	4279I	$125.00	23%	$96.25	2 years
	4286I	$175.00	23%	$134.75	3 years
VMware Workspace ONE Advanced (Includes AirWatch) 1-year Subscription - Shared Cloud for 1 User, VMware Basic Support	4257I	$120.00	23%	$92.40	1 year
	4268I	$225.60	23%	$173.71	2 years
	4277I	$316.80	23%	$243.94	3 years
VMware Workspace ONE Advanced (Includes AirWatch) 1-year Subscription - Shared Cloud for 1 Device, VMware Production Support	4260I	$70.00	23%	$53.90	1 year
	4315I	$132.00	23%	$101.64	2 years
	4302I	$185.00	23%	$142.45	3 years
VMware Workspace ONE Advanced (Includes AirWatch) 1-year Subscription - Shared Cloud for 1 User, VMware Production Support	4312I	$127.00	23%	$97.79	1 year
	4328I	$238.76	23%	$183.85	2 years
	4293I	$335.28	23%	$258.17	3 years
VMWARE WORKSPACE ONE ADVANCED - ON PREMISE - ANNUAL SUBSCRIPTIONS	**AT&T part number**	**List Price**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**	**Term**
VMware Workspace ONE Advanced (Includes AirWatch) 1-year Subscription - On Premise for 1 Device, VMware Basic Support	4291I	$54.00	23%	$41.58	1 year
	4317I	$102.00	23%	$78.54	2 years
	4289I	$143.00	23%	$110.11	3 years
VMware Workspace ONE Advanced (Includes AirWatch) 1-year Subscription - On Premise for 1 User, VMware Basic Support	4326I	$96.00	23%	$73.92	1 year
	4316I	$181.00	23%	$139.37	2 years
	4327I	$254.00	23%	$195.58	3 years
VMware Workspace ONE Advanced (Includes AirWatch) 1-year Subscription - On Premise for 1 Device, VMware Production Support	4318I	$58.00	23%	$44.66	1 year
	4321I	$110.00	23%	$84.70	2 years
	4297I	$154.00	23%	$118.58	3 years
VMware Workspace ONE Advanced (Includes AirWatch) 1-year Subscription - On Premise for 1 User, VMware Production Support	4299I	$103.00	23%	$79.31	1 year
	4307I	$194.00	23%	$149.38	2 years
	4308I	$272.00	23%	$209.44	3 years

VMWARE WORKSPACE ONE ADVANCED - PERPETUAL LICENSES AND ANNUAL MAINTENANCE	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Advanced (Includes AirWatch) Perpetual License for 1 Device	4320I	$112.00	23%	$86.24	one-time fee
Basic Support for VMware Workspace ONE Advanced (Includes AirWatch) for 1 Device for 1 year	4298I	$24.00	23%	$18.48	1 year
Production Support for VMware Workspace ONE Advanced (Includes AirWatch) for 1 Device for 1 year	4313I	$28.00	23%	$21.56	1 year
VMware Workspace ONE Advanced (Includes AirWatch) Perpetual License for 1 User	4300I	$223.00	23%	$171.71	one-time fee
Basic Support for VMware Workspace ONE Advanced (Includes AirWatch) for 1 User for 1 year	4304I	$47.00	23%	$36.19	1 year
Production Support for VMware Workspace ONE Advanced (Includes AirWatch) for 1 User for 1 year	4288I	$56.00	23%	$43.12	1 year
VMWARE WORKSPACE ONE - ANNUAL UPGRADE TO MANAGED HOSTING FOR CLOUD SUBSCRIPTIONS	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE - **Managed Hosting Environment** for Cloud Licenses: 1 Device for 1 year - **AW and IDM**	4324I	$24.00	23%	$18.48	annual fee
VMware Workspace ONE - **Managed Hosting Environment for Cloud** Licenses: 1 User for 1 year - **AW and IDM**	4314I	$48.00	23%	$36.96	annual fee
VMware Workspace ONE - **Managed Hosting Environment of AirWatch Cloud** Licenses: 1 Device for 1 year - **AW ONLY**	4294I	$12.00	23%	$9.24	annual fee
VMware Workspace ONE - **Managed Hosting Environment of AirWatch Cloud** Licenses: 1 User for 1 year - **AW ONLY**	4305I	$24.00	23%	$18.48	annual fee
VMWARE WORKSPACE ONE - ANNUAL HOSTING FOR PERPETUAL LICENSES	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Cloud - **Shared Environment for Perpetual** Licenses: 1 Device for 1 year	4287I	$12.00	23%	$9.24	annual fee

VMware Workspace ONE Cloud - **Shared Environment for Perpetual** Licenses: 1 User for 1 year	4309I	$24.00	23%	$18.48	annual fee
VMware Workspace ONE - **Managed Hosting Environment for Perpetual** Licenses: 1 Device for 1 year	4295I	$36.00	23%	$27.72	annual fee
VMware Workspace ONE - **Managed Hosting Environment for Perpetual** Licenses: 1 User for 1 year	4319I	$60.00	23%	$46.20	annual fee
VMware Workspace ONE - **Managed Hosting Environment of AirWatch Perpetual** Licenses: 1 Device for 1 year - **AW ONLY**	4296I	$24.00	23%	$18.48	annual fee
VMware Workspace ONE - **Managed Hosting Environment of AirWatch Perpetual** Licenses: 1 User for 1 year - **AW ONLY**	4322I	$48.00	23%	$36.96	annual fee
VMWARE WORKSPACE ONE - AT&T Technical SERVICES	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	one-time fee
Premium Installation – Hosted	4390J	$3,500.00	23%	$2,695.00	one-time fee
Install Unified Acc Gw - VM Cloud	4482D	$1,750.00	23%	$1,347.50	one-time fee
Install WS1 Assist	4975M	$500.00	23%	$385.00	one-time fee
VMWARE WORKSPACE ONE - VMWARE Technical SERVICES	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Deployment Upgrade: Standard to	4290I	$4,500.00	23%	$3,465.00	one-time fee
VMware Workspace ONE Deployment Add-on - Standard	4264K	$1,545.00	23%	$1,189.65	one-time fee
VMWARE WORKSPACE ONE Assist - ADD-ON FEATURE - (Advanced Remote Management)	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMWARE ADV REMOTE MGMT 1Y DCD 9X5 SUPPORT	4880K	$6.00	23%	$4.62	one-time fee
VMWARE ADV REMOTE MGMT 1Y DCU 24X7 SUPPORT	4885K	$11.52	23%	$8.87	one-time fee
VMWARE 9X5 SUPPORT ADV REMOTE MGMT 1Y USER	4886K	$5.00	23%	$3.85	one-time fee
VMWARE 24X7 SUPPORT ADV REMOTE MGMT 1Y USER	4887K	$6.00	23%	$4.62	one-time fee
VMWARE ADV REMOTE MGMT 1Y OPD 24X7 SUPPORT	4890K	$6.40	23%	$4.93	one-time fee
VMWARE ADV REMOTE MGMT 1Y DCU 9X5 SUPPORT	4892K	$10.80	23%	$8.32	one-time fee
VMWARE ADV REMOTE MGMT 1Y CD 24X7 SUPPORT	4893K	$6.40	23%	$4.93	one-time fee
VMWARE ADV REMOTE MGMT 1Y OPD 9X5 SUPPORT	4894K	$6.00	23%	$4.62	one-time fee

VMWARE ADV REMOTE MGMT 1Y CD ATT SUPPORT	4896K	$6.00	23%	$4.62	one-time fee
VMWARE ADV REMOTE MGMT 1Y CU 24X7 SUPPORT	4897K	$11.52	23%	$8.87	one-time fee
VMWARE ADV REMOTE MGMT 1Y OPU 24X7 SUPPORT	4898K	$11.52	23%	$8.87	one-time fee
ATT SUPPORT VMWARE ADV REMOTE MGMT 1Y USER	4900K	$5.00	23%	$3.85	one-time fee
VMWARE ADV REMOTE MGMT 1Y CU 9X5 SUPPORT	4903K	$10.80	23%	$8.32	one-time fee
VMWARE ADV REMOTE MGMT 1Y CU ATT SUPPORT	4904K	$10.80	23%	$8.32	one-time fee
VMWARE ADV REMOTE MGMT PERPETUAL DEV	4905K	$12.40	23%	$9.55	one-time fee
VMWARE 24X7 SUPPORT ADV REMOTE MGMT 1Y DEV	4908K	$3.00	23%	$2.31	one-time fee
VMWARE ADV REMOTE MGMT 1Y CD 9X5 SUPPORT	4912K	$6.00	23%	$4.62	one-time fee
ATT SUPPORT VMWARE ADV REMOTE MGMT 1Y DEV	4913K	$3.00	23%	$2.31	one-time fee
VMWARE ADV REMOTE MGMT 1Y DCD ATT SUPPORT	4921K	$6.00	23%	$4.62	one-time fee
VMWARE ADV REMOTE MGMT 1Y DCD 24X7 SUPPORT	4922K	$6.40	23%	$4.93	one-time fee
VMWARE ADV REMOTE MGMT 1Y DCU ATT SUPPORT	4925K	$10.80	23%	$8.32	one-time fee
VMWARE ADV REMOTE MGMT 1Y OPU 9X5 SUPPORT	4928K	$10.80	23%	$8.32	one-time fee
VMWARE ADV REMOTE MGMT PERPETUAL USER	4933K	$22.30	23%	$17.17	one-time fee
VMWARE 9X5 SUPPORT ADV REMOTE MGMT 1Y DEV	4935K	$3.00	23%	$2.31	one-time fee
VMWARE WORKSPACE ONE - ADD-ON FEATURE - Intelligence	**AT&T part number**	**List Price**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**	**Term**
VM WS1 INTL CD ATT SUP - Per Device	4209M	$48.00	23%	$36.96	one-time fee
VM WS1 INTL CD 24X7 SUP - Per Device	4926L	$48.00	23%	$36.96	one-time fee
VM WS1 INTL CU ATT SUP - Per User	4940L	$77.00	23%	$59.29	one-time fee
VM WS1 INTL CU 24X7 SUP - Per User	4930L	$77.00	23%	$59.29	one-time fee
VMWARE WORKSPACE ONE STANDARD - SHARED CLOUD - MRC SUBSCRIPTIONS					
VMware Workspace ONE Standard Monthly Subscription - Shared Cloud for 1 Device, ASD Support	**AT&T part number**	**List Price**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**	**Term**
VMware Workspace ONE Std Cloud ASD 1 Dev	VSCAD0001	$3.50	23%	$2.70	monthly
VMware Workspace ONE Std Cloud ASD 2 Dev	VSCAD0002	$7.00	23%	$5.39	monthly
VMware Workspace ONE Std Cloud ASD 4 Dev	VSCAD0004	$14.00	23%	$10.78	monthly
VMware Workspace ONE Std Cloud ASD 8 Dev	VSCAD0008	$28.00	23%	$21.56	monthly
VMware Workspace ONE Std Cloud ASD 16 Dev	VSCAD0016	$56.00	23%	$43.12	monthly

VMware Workspace ONE Std Cloud ASD 32 Dev	VSCAD0032	$112.00	23%	$86.24	monthly
VMware Workspace ONE Std Cloud ASD 64 Dev	VSCAD0064	$224.00	23%	$172.48	monthly
VMware Workspace ONE Standard Monthly Subscription - Shared Cloud for 1 User, ASD Support	**AT&T part number**	**List Price**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**	**Term**
VMware Workspace ONE Std Cloud ASD 1 Usr	VSCAU0001	$6.00	23%	$4.62	monthly
VMware Workspace ONE Std Cloud ASD 2 Usr	VSCAU0002	$12.00	23%	$9.24	monthly
VMware Workspace ONE Std Cloud ASD 4 Usr	VSCAU0004	$24.00	23%	$18.48	monthly
VMware Workspace ONE Std Cloud ASD 8 Usr	VSCAU0008	$48.00	23%	$36.96	monthly
VMware Workspace ONE Std Cloud ASD 16 Usr	VSCAU0016	$96.00	23%	$73.92	monthly
VMware Workspace ONE Std Cloud ASD 32 Usr	VSCAU0032	$192.00	23%	$147.84	monthly
VMware Workspace ONE Std Cloud ASD 64 Usr	VSCAU0064	$384.00	23%	$295.68	monthly
VMware Workspace ONE Standard Monthly Subscription - Shared Cloud for 1 Device, VMware Basic Support	**AT&T part number**	**List Price**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**	**Term**
VMware Workspace ONE Std Cloud BAS 1 Dev	VSCBD0001	$3.50	23%	$2.70	monthly
VMware Workspace ONE Std Cloud BAS 2 Dev	VSCBD0002	$7.00	23%	$5.39	monthly
VMware Workspace ONE Std Cloud BAS 4 Dev	VSCBD0004	$14.00	23%	$10.78	monthly
VMware Workspace ONE Std Cloud BAS 8 Dev	VSCBD0008	$28.00	23%	$21.56	monthly
VMware Workspace ONE Std Cloud BAS 16 Dev	VSCBD0016	$56.00	23%	$43.12	monthly
VMware Workspace ONE Std Cloud BAS 32 Dev	VSCBD0032	$112.00	23%	$86.24	monthly
VMware Workspace ONE Std Cloud BAS 64 Dev	VSCBD0064	$224.00	23%	$172.48	monthly
VMware Workspace ONE Standard Monthly Subscription - Shared Cloud for 1 User, VMware Basic Support	**AT&T part number**	**List Price**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**	**Term**
VMware Workspace ONE Std Cloud BAS 1 Usr	VSCBU0001	$6.00	23%	$4.62	monthly
VMware Workspace ONE Std Cloud BAS 2 Usr	VSCBU0002	$12.00	23%	$9.24	monthly
VMware Workspace ONE Std Cloud BAS 4 Usr	VSCBU0004	$24.00	23%	$18.48	monthly
VMware Workspace ONE Std Cloud BAS 8 Usr	VSCBU0008	$48.00	23%	$36.96	monthly
VMware Workspace ONE Std Cloud BAS 16 Usr	VSCBU0016	$96.00	23%	$73.92	monthly
VMware Workspace ONE Std Cloud BAS 32 Usr	VSCBU0032	$192.00	23%	$147.84	monthly
VMware Workspace ONE Std Cloud BAS 64 Usr	VSCBU0064	$384.00	23%	$295.68	monthly

VMware Workspace ONE Standard Monthly Subscription - Shared Cloud for 1 Device, VMware Production Support	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Std Cloud PRD 1 Dev	VSCPD0001	$3.67	23%	$2.83	monthly
VMware Workspace ONE Std Cloud PRD 2 Dev	VSCPD0002	$7.33	23%	$5.64	monthly
VMware Workspace ONE Std Cloud PRD 4 Dev	VSCPD0004	$14.67	23%	$11.30	monthly
VMware Workspace ONE Std Cloud PRD 8 Dev	VSCPD0008	$29.33	23%	$22.58	monthly
VMware Workspace ONE Std Cloud PRD 16 Dev	VSCPD0016	$58.67	23%	$45.18	monthly
VMware Workspace ONE Std Cloud PRD 32 Dev	VSCPD0032	$117.33	23%	$90.34	monthly
VMware Workspace ONE Std Cloud PRD 64 Dev	VSCPD0064	$234.67	23%	$180.70	monthly
VMware Workspace ONE Standard Monthly Subscription - Shared Cloud for 1 User, VMware Production Support	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Std Cloud PRD 1 Usr	VSCPU0001	$6.33	23%	$4.87	monthly
VMware Workspace ONE Std Cloud PRD 2 Usr	VSCPU0002	$12.67	23%	$9.76	monthly
VMware Workspace ONE Std Cloud PRD 4 Usr	VSCPU0004	$25.33	23%	$19.50	monthly
VMware Workspace ONE Std Cloud PRD 8 Usr	VSCPU0008	$50.67	23%	$39.02	monthly
VMware Workspace ONE Std Cloud PRD 16 Usr	VSCPU0016	$101.33	23%	$78.02	monthly
VMware Workspace ONE Std Cloud PRD 32 Usr	VSCPU0032	$202.67	23%	$156.06	monthly
VMware Workspace ONE Std Cloud PRD 64 Usr	VSCPU0064	$405.33	23%	$312.10	monthly
VMWARE WORKSPACE ONE STANDARD - ON PREMISE - MRC SUBSCRIPTIONS					
VMware Workspace ONE Standard Monthly Subscription - On Premise for 1 Device, VMware Basic Support	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Std OnPrem BAS 1 Dev	VSPBD0001	$2.50	23%	$1.93	monthly
VMware Workspace ONE Std OnPrem BAS 2 Dev	VSPBD0002	$5.00	23%	$3.85	monthly
VMware Workspace ONE Std OnPrem BAS 4 Dev	VSPBD0004	$10.00	23%	$7.70	monthly
VMware Workspace ONE Std OnPrem BAS 8 Dev	VSPBD0008	$20.00	23%	$15.40	monthly
VMware Workspace ONE Std OnPrem BAS 16 Dev	VSPBD0016	$40.00	23%	$30.80	monthly
VMware Workspace ONE Std OnPrem BAS 32 Dev	VSPBD0032	$80.00	23%	$61.60	monthly
VMware Workspace ONE Std OnPrem BAS 64 Dev	VSPBD0064	$160.00	23%	$123.20	monthly

VMware Workspace ONE Standard Monthly Subscription - On Premise for 1 User, VMware Basic Support	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Std OnPrem BAS 1 Usr	VSPBU0001	$4.00	23%	$3.08	monthly
VMware Workspace ONE Std OnPrem BAS 2 Usr	VSPBU0002	$8.00	23%	$6.16	monthly
VMware Workspace ONE Std OnPrem BAS 4 Usr	VSPBU0004	$16.00	23%	$12.32	monthly
VMware Workspace ONE Std OnPrem BAS 8 Usr	VSPBU0008	$32.00	23%	$24.64	monthly
VMware Workspace ONE Std OnPrem BAS 16 Usr	VSPBU0016	$64.00	23%	$49.28	monthly
VMware Workspace ONE Std OnPrem BAS 32 Usr	VSPBU0032	$128.00	23%	$98.56	monthly
VMware Workspace ONE Std OnPrem BAS 64 Usr	VSPBU0064	$256.00	23%	$197.12	monthly
VMware Workspace ONE Standard Monthly Subscription - On Premise for 1 Device, VMware Production Support	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Std OnPrem PRD 1 Dev	VSPPD0001	$2.67	23%	$2.06	monthly
VMware Workspace ONE Std OnPrem PRD 2 Dev	VSPPD0002	$5.33	23%	$4.10	monthly
VMware Workspace ONE Std OnPrem PRD 4 Dev	VSPPD0004	$10.67	23%	$8.22	monthly
VMware Workspace ONE Std OnPrem PRD 8 Dev	VSPPD0008	$21.33	23%	$16.42	monthly
VMware Workspace ONE Std OnPrem PRD 16 Dev	VSPPD0016	$42.67	23%	$32.86	monthly
VMware Workspace ONE Std OnPrem PRD 32 Dev	VSPPD0032	$85.33	23%	$65.70	monthly
VMware Workspace ONE Std OnPrem PRD 64 Dev	VSPPD0064	$170.67	23%	$131.42	monthly
VMware Workspace ONE Standard Monthly Subscription - On Premise for 1 User, VMware Production Support	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Std OnPrem PRD 1 Usr	VSPPU0001	$4.33	23%	$3.33	monthly
VMware Workspace ONE Std OnPrem PRD 2 Usr	VSPPU0002	$8.67	23%	$6.68	monthly
VMware Workspace ONE Std OnPrem PRD 4 Usr	VSPPU0004	$17.33	23%	$13.34	monthly
VMware Workspace ONE Std OnPrem PRD 8 Usr	VSPPU0008	$34.67	23%	$26.70	monthly
VMware Workspace ONE Std OnPrem PRD 16 Usr	VSPPU0016	$69.33	23%	$53.38	monthly
VMware Workspace ONE Std OnPrem PRD 32 Usr	VSPPU0032	$138.67	23%	$106.78	monthly
VMware Workspace ONE Std OnPrem PRD 64 Usr	VSPPU0064	$277.33	23%	$213.54	monthly
VMWARE WORKSPACE ONE ADVANCED - SHARED CLOUD - MRC SUBSCRIPTIONS					

VMware Workspace ONE Advanced Monthly Subscription - Shared Cloud for 1 Device, ASD Support	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Adv Cloud ASD 1 Dev	VACAD0001	$5.50	23%	$4.24	monthly
VMware Workspace ONE Adv Cloud ASD 2 Dev	VACAD0002	$11.00	23%	$8.47	monthly
VMware Workspace ONE Adv Cloud ASD 4 Dev	VACAD0004	$22.00	23%	$16.94	monthly
VMware Workspace ONE Adv Cloud ASD 8 Dev	VACAD0008	$44.00	23%	$33.88	monthly
VMware Workspace ONE Adv Cloud ASD 16 Dev	VACAD0016	$88.00	23%	$67.76	monthly
VMware Workspace ONE Adv Cloud ASD 32 Dev	VACAD0032	$176.00	23%	$135.52	monthly
VMware Workspace ONE Adv Cloud ASD 64 Dev	VACAD0064	$352.00	23%	$271.04	monthly
VMware Workspace ONE Advanced Monthly Subscription - Shared Cloud for 1 User, ASD Support	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Adv Cloud ASD 1 Usr	VACAU0001	$10.00	23%	$7.70	monthly
VMware Workspace ONE Adv Cloud ASD 2 Usr	VACAU0002	$20.00	23%	$15.40	monthly
VMware Workspace ONE Adv Cloud ASD 4 Usr	VACAU0004	$40.00	23%	$30.80	monthly
VMware Workspace ONE Adv Cloud ASD 8 Usr	VACAU0008	$80.00	23%	$61.60	monthly
VMware Workspace ONE Adv Cloud ASD 16 Usr	VACAU0016	$160.00	23%	$123.20	monthly
VMware Workspace ONE Adv Cloud ASD 32 Usr	VACAU0032	$320.00	23%	$246.40	monthly
VMware Workspace ONE Advanced Monthly Subscription - Shared Cloud for 1 Device, VMware Basic Support	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Adv Cloud BAS 1 Dev	VACBD0001	$5.50	23%	$4.24	monthly
VMware Workspace ONE Adv Cloud BAS 2 Dev	VACBD0002	$11.00	23%	$8.47	monthly
VMware Workspace ONE Adv Cloud BAS 4 Dev	VACBD0004	$22.00	23%	$16.94	monthly
VMware Workspace ONE Adv Cloud BAS 8 Dev	VACBD0008	$44.00	23%	$33.88	monthly
VMware Workspace ONE Adv Cloud BAS 16 Dev	VACBD0016	$88.00	23%	$67.76	monthly
VMware Workspace ONE Adv Cloud BAS 32 Dev	VACBD0032	$176.00	23%	$135.52	monthly
VMware Workspace ONE Adv Cloud BAS 64 Dev	VACBD0064	$352.00	23%	$271.04	monthly
VMware Workspace ONE Advanced Monthly Subscription - Shared Cloud for 1 User, VMware Basic Support	AT&T part number	List Price	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Term
VMware Workspace ONE Adv Cloud BAS 1 Usr	VACBU0001	$10.00	23%	$7.70	monthly

VMware Workspace ONE Adv Cloud BAS 2 Usr	VACBU0002	$20.00	23%	$15.40	monthly
VMware Workspace ONE Adv Cloud BAS 4 Usr	VACBU0004	$40.00	23%	$30.80	monthly
VMware Workspace ONE Adv Cloud BAS 8 Usr	VACBU0008	$80.00	23%	$61.60	monthly
VMware Workspace ONE Adv Cloud BAS 16 Usr	VACBU0016	$160.00	23%	$123.20	monthly
VMware Workspace ONE Adv Cloud BAS 32 Usr	VACBU0032	$320.00	23%	$246.40	monthly
VMware Workspace ONE Advanced Monthly Subscription - Shared Cloud for 1 Device, VMware Production Support	**AT&T part number**	**List Price**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**	**Term**
VMware Workspace ONE Adv Cloud PRD 1 Dev	VACPD0001	$5.83	23%	$4.49	monthly
VMware Workspace ONE Adv Cloud PRD 2 Dev	VACPD0002	$11.67	23%	$8.99	monthly
VMware Workspace ONE Adv Cloud PRD 4 Dev	VACPD0004	$23.33	23%	$17.96	monthly
VMware Workspace ONE Adv Cloud PRD 8 Dev	VACPD0008	$46.67	23%	$35.94	monthly
VMware Workspace ONE Adv Cloud PRD 16 Dev	VACPD0016	$93.33	23%	$71.86	monthly
VMware Workspace ONE Adv Cloud PRD 32 Dev	VACPD0032	$186.67	23%	$143.74	monthly
VMware Workspace ONE Adv Cloud PRD 64 Dev	VACPD0064	$373.33	23%	$287.46	monthly
VMware Workspace ONE Advanced Monthly Subscription - Shared Cloud for 1 User, VMware Production Support	**AT&T part number**	**List Price**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**	**Term**
VMware Workspace ONE Adv Cloud PRD 1 Usr	VACPU0001	$10.58	23%	$8.15	monthly
VMware Workspace ONE Adv Cloud PRD 2 Usr	VACPU0002	$21.17	23%	$16.30	monthly
VMware Workspace ONE Adv Cloud PRD 4 Usr	VACPU0004	$42.33	23%	$32.59	monthly
VMware Workspace ONE Adv Cloud PRD 8 Usr	VACPU0008	$84.67	23%	$65.20	monthly
VMware Workspace ONE Adv Cloud PRD 16 Usr	VACPU0016	$169.33	23%	$130.38	monthly
VMware Workspace ONE Adv Cloud PRD 32 Usr	VACPU0032	$338.67	23%	$260.78	monthly
VMWARE WORKSPACE ONE ADVANCED - ON PREMISE - MRC SUBSCRIPTIONS					
VMware Workspace ONE Advanced Monthly Subscription - On Premise for 1 Device, VMware Basic Support	**AT&T part number**	**List Price**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**	**Term**
VMware Workspace ONE Adv OnPrem BAS 1 Dev	VAPBD0001	$4.50	23%	$3.47	monthly
VMware Workspace ONE Adv OnPrem BAS 2 Dev	VAPBD0002	$9.00	23%	$6.93	monthly
VMware Workspace ONE Adv OnPrem BAS 4 Dev	VAPBD0004	$18.00	23%	$13.86	monthly
VMware Workspace ONE Adv OnPrem BAS 8 Dev	VAPBD0008	$36.00	23%	$27.72	monthly
VMware Workspace ONE Adv OnPrem BAS 16 Dev	VAPBD0016	$72.00	23%	$55.44	monthly

VMware Workspace ONE Adv OnPrem BAS 32 Dev	VAPBD0032	$144.00	23%	$110.88	monthly
VMware Workspace ONE Adv OnPrem BAS 64 Dev	VAPBD0064	$288.00	23%	$221.76	monthly
VMware Workspace ONE Advanced Monthly Subscription - On Premise for 1 User, VMware Basic Support	**AT&T part number**	**List Price**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**	**Term**
VMware Workspace ONE Adv OnPrem BAS 1 Usr	VAPBU0001	$8.00	23%	$6.16	monthly
VMware Workspace ONE Adv OnPrem BAS 2 Usr	VAPBU0002	$16.00	23%	$12.32	monthly
VMware Workspace ONE Adv OnPrem BAS 4 Usr	VAPBU0004	$32.00	23%	$24.64	monthly
VMware Workspace ONE Adv OnPrem BAS 8 Usr	VAPBU0008	$64.00	23%	$49.28	monthly
VMware Workspace ONE Adv OnPrem BAS 16 Usr	VAPBU0016	$128.00	23%	$98.56	monthly
VMware Workspace ONE Adv OnPrem BAS 32 Usr	VAPBU0032	$256.00	23%	$197.12	monthly
VMware Workspace ONE Advanced Monthly Subscription - On Premise for 1 Device, VMware Production Support	**AT&T part number**	**List Price**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**	**Term**
VMware Workspace ONE Adv OnPrem PRD 1 Dev	VAPPD0001	$4.83	23%	$3.72	monthly
VMware Workspace ONE Adv OnPrem PRD 2 Dev	VAPPD0002	$9.67	23%	$7.45	monthly
VMware Workspace ONE Adv OnPrem PRD 4 Dev	VAPPD0004	$19.33	23%	$14.88	monthly
VMware Workspace ONE Adv OnPrem PRD 8 Dev	VAPPD0008	$38.67	23%	$29.78	monthly
VMware Workspace ONE Adv OnPrem PRD 16 Dev	VAPPD0016	$77.33	23%	$59.54	monthly
VMware Workspace ONE Adv OnPrem PRD 32 Dev	VAPPD0032	$154.67	23%	$119.10	monthly
VMware Workspace ONE Adv OnPrem PRD 64 Dev	VAPPD0064	$309.33	23%	$238.18	monthly
VMware Workspace ONE Advanced Monthly Subscription - On Premise for 1 User, VMware Production Support	**AT&T part number**	**List Price**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**	**Term**
VMware Workspace ONE Adv OnPrem PRD 1 Usr	VAPPU0001	$8.58	23%	$6.61	monthly
VMware Workspace ONE Adv OnPrem PRD 2 Usr	VAPPU0002	$17.17	23%	$13.22	monthly
VMware Workspace ONE Adv OnPrem PRD 4 Usr	VAPPU0004	$34.33	23%	$26.43	monthly
VMware Workspace ONE Adv OnPrem PRD 8 Usr	VAPPU0008	$68.67	23%	$52.88	monthly
VMware Workspace ONE Adv OnPrem PRD 16 Usr	VAPPU0016	$137.33	23%	$105.74	monthly
VMware Workspace ONE Adv OnPrem PRD 32 Usr	VAPPU0032	$274.67	23%	$211.50	monthly
VMWARE WORKSPACE ONE - AT&T SERVICES	**AT&T part number**	**List Price**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**	
Remote Admin Monthly	REMADMIN	$1,999.00	23%	$1,539.23	

MobileIron

MobileIron Enterprise Mobility Mangement **BLUE** Bundle	Manufacturer / part number	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)	Pricing model
AT&T ONLY - MobileIron Enterprise Mobility Management BLUE Bundle (UEM Silver + regular MTD) per Device Cloud Subscription License with Assurance Support	MIBLU	$8.00	26%	$5.95	
MobileIron Enterprise Mobility Management Platinum Bundle					
MobileIron On-premise Enterprise Mobility Management Platinum Bundle per Device Perpetual License	4355C	$140.00	24%	$106.75	per device
MobileIron On-premise Enterprise Mobility Management Platinum Bundle per Device Maintenance Support for 1 Year with Assurance (Knowledge Base + Product Updates)	4376C	$28.00	24%	$21.35	per device
MobileIron On-premise Enterprise Mobility Management Platinum Bundle per Device Maintenance Support for 1 Year with Direct Support	4344C	$32.20	24%	$24.55	per device
MobileIron On-premise Enterprise Mobility Management Platinum Bundle per Device Subscription License with Assurance (Knowledge Base + Product Updates)	4400H	$90.00	24%	$68.63	per device
MobileIron On-premise Enterprise Mobility Management Platinum Bundle per Device Subscription License with Assurance (Knowledge Base + Product Updates)	MIPAD	$7.50	24%	$5.72	per device
MobileIron On-premise Enterprise Mobility Management Platinum Bundle per Device Subscription License for 1 Year with Direct Support	4413H	$90.00	24%	$68.63	per device
MobileIron On-premise Enterprise Mobility Management Platinum Bundle per Device Subscription License for 1 Year with Direct Support	MIPMD	$7.50	24%	$5.72	per device
MobileIron On-premise Enterprise Mobility Management Platinum Bundle per User Perpetual License. 3 devices/user		$210.00	24%	$160.13	per user
MobileIron On-premise Enterprise Mobility Management Platinum Bundle per User Maintenance Support for 1 Year with Assurance (Knowledge Base + Product Updates). 3 devices/user		$42.00	24%	$32.03	per user

MobileIron On-premise Enterprise Mobility Management Platinum Bundle per User Maintenance Support for 1 Year with Direct Support. 3 devices/user		$48.30	24%	$36.83	per user
MobileIron On-premise Enterprise Mobility Management Platinum Bundle per User Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates). 3 devices/user		$138.00	24%	$105.23	per user
MobileIron On-premise Enterprise Mobility Management Platinum Bundle per User Subscription License for 1 Year with Direct Support. 3 devices/user		$138.00	24%	$105.23	per user
MobileIron Enterprise Mobility Management Gold Bundle					
MobileIron On-premise Enterprise Mobility Management Gold Bundle per Device Perpetual License	4340C	$110.00	24%	$83.88	per device
MobileIron On-premise Enterprise Mobility Management Gold Bundle per Device Maintenance Support for 1 Year with Assurance (Knowledge Base + Product Updates)	4357C	$22.00	24%	$16.78	per device
MobileIron On-premise Enterprise Mobility Management Gold Bundle per Device Maintenance Support for 1 Year with Direct Support	4358C	$25.30	24%	$19.29	per device
MobileIron On-premise Enterprise Mobility Management Gold Bundle per Device Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates)	4386H	$72.00	24%	$54.90	per device
MobileIron On-premise Enterprise Mobility Management Gold Bundle per Device Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates)	MIGAD	$6.00	24%	$4.58	per device
MobileIron On-premise Enterprise Mobility Management Gold Bundle per Device Subscription License for 1 Year with Direct Support	4395H	$72.00	24%	$54.90	per device
MobileIron On-premise Enterprise Mobility Management Gold Bundle per Device Subscription License for 1 Year with Direct Support	MIGMD	$6.00	24%	$4.58	per device
MobileIron On-premise Enterprise Mobility Management Gold Bundle per User Perpetual License. 3 devices/user	4359C	$165.00	24%	$125.81	per user
MobileIron On-premise Enterprise Mobility Management Gold Bundle per User Maintenance Support for 1 Year with Assurance (Knowledge Base + Product Updates). 3 devices/user	4387C	$33.00	24%	$25.16	per user

Description	Code	Price	Discount	Net Price	Unit
MobileIron On-premise Enterprise Mobility Management Gold Bundle per User Maintenance Support for 1 Year with Direct Support. 3 devices/user	4360C	$37.95	24%	$28.94	per user
MobileIron On-premise Enterprise Mobility Management Gold Bundle per User Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates). 3 devices/user	4412H	$108.00	24%	$82.35	per user
MobileIron On-premise Enterprise Mobility Management Gold Bundle per User Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates). 3 devices/user	MIGAU	$9.00	24%	$6.86	per user
MobileIron Enterprise Mobility Management Silver Bundle					
MobileIron On-premise Enterprise Mobility Management Silver Bundle per Device Perpetual License	4345C	$75.00	24%	$57.19	per device
MobileIron On-premise Enterprise Mobility Management Silver Bundle per Device Maintenance Support for 1 Year with Assurance (Knowledge Base + Product Updates)	4374C	$15.00	24%	$11.44	per device
MobileIron On-premise Enterprise Mobility Management Silver Bundle per Device Maintenance Support for 1 Year with Direct Support	4347C	$17.25	24%	$13.15	per device
MobileIron On-premise Enterprise Mobility Management Silver Bundle per Device Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates)	4418H	$48.00	24%	$36.60	per device
MobileIron On-premise Enterprise Mobility Management Silver Bundle per Device Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates)	MISAD	$4.00	24%	$3.05	per device
MobileIron On-premise Enterprise Mobility Management Silver Bundle per Device Subscription License for 1 Year with Direct Support	4392H	$48.00	24%	$36.60	per device
MobileIron On-premise Enterprise Mobility Management Silver Bundle per Device Subscription License for 1 Year with Direct Support	MISDP	$4.00	24%	$3.05	per device
MobileIron On-premise Enterprise Mobility Management Silver Bundle per User Perpetual License. 3 devices/user	4373C	$110.00	24%	$83.88	per user
MobileIron On-premise Enterprise Mobility Management Silver Bundle per User Maintenance Support for 1 Year with Assurance (Knowledge Base + Product Updates). 3 devices/user	4386C	$22.00	24%	$16.78	per user

MobileIron On-premise Enterprise Mobility Management Silver Bundle per User Maintenance Support for 1 Year with Direct Support. 3 devices/user	4385C	$25.30	24%	$19.29	per user
MobileIron On-premise Enterprise Mobility Management Silver Bundle per User Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates). 3 devices/user	4388H	$72.00	24%	$54.90	per user
MobileIron On-premise Enterprise Mobility Management Silver Bundle per User Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates). 3 devices/user	MISAU	$6.00	24%	$4.58	per user
MobileIron On-premise Enterprise Mobility Management Silver Bundle per Device Subscription License for 1 Year with Direct Support. 3 devices/user	4403H	$72.00	24%	$54.90	per user
MobileIron On-premise Enterprise Mobility Management Silver Bundle per Device Subscription License for 1 Year with Direct Support. 3 devices/user	MISUP	$6.00	24%	$4.58	per user
MobileIron Access					
MobileIron Access per User Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates). 3 devices/user	4656M	$48.00	24%	$36.60	per user
MobileIron Access per User Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates). 3 devices/user	MIAMA	$4.00	24%	$3.05	per user
MobileIron Access ONE APPLICATION per User Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates). 3 devices/user	4654M	$18.00	24%	$13.73	per user
MobileIron Access per User Subscription License for 1 Year with Direct Support. 3 devices/user	4421H	$48.00	24%	$36.60	per user
MobileIron Access per User Subscription License for 1 Year with Direct Support. 3 devices/user	MIAMU	$4.00	24%	$3.05	per user
MobileIron Access per User Subscription License for 1 Year with Direct Support. 3 devices/user	4651M	$18.00	24%	$13.73	per user
MobileIron Threat Defense: Includes zConsole (Cloud-based Command & Control Center) Zimperium's mobile threat management platform that monitors security incidents on zIPS-protected mobile devices and provides mobile forensic details (one per customer)					

Description	Part #	Price	Discount	Net Price	Unit
Intrusion prevention system integrated into the MobileIron Client to defend against Device, Network, and Application based cyber-attacks for 1 year with ASSURANCE Support.	4882L	$48.00	24%	$36.60	
Intrusion prevention system integrated into the MobileIron Client and Advanced App Analysis for 1 year with ASSURANCE Support.	4484L	$72.00	24%	$54.90	
Intrusion prevention system integrated into the MobileIron Client to defend against Device, Network, and Application based cyber-attacks for 1 year with ASSURANCE Support. 3 devices/user.	4881L	$72.00	24%	$54.90	
Intrusion prevention system integrated into the MobileIron Client and Advanced App Analysis for 1 year with ASSURANCE Support. 3 devices/user.	4880L	$108.00	24%	$82.35	
Intrusion prevention system integrated into the MobileIron Client to defend against Device, Network, and Application based cyber-attacks for 1 year with Direct Support.	4613K	$48.00	24%	$36.60	per device
Intrusion prevention system integrated into the MobileIron Client and Advanced App Analysis for 1 year with Direct Support.	4612K	$72.00	24%	$54.90	per device
Intrusion prevention system integrated into the MobileIron Client to defend against Device, Network, and Application based cyber-attacks for 1 year with Direct Support. 3 devices/user.	4716K	$72.00	24%	$54.90	per user
Intrusion prevention system integrated into the MobileIron Client and Advanced App Analysis for 1 year with Direct Support. 3 devices/user.	4611K	$108.00	24%	$82.35	per user
MobileIron Cloud:MobileIron Enterprise Mobility Management Platinum Bundle					
MobileIron Enterprise Mobility Management Platinum Bundle per Device Cloud Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates)	4394H/MCPAD	$90.00	24%	$68.63/$7.50	per device
MobileIron Enterprise Mobility Management Platinum Bundle per Device Cloud Subscription License for 1 Year with Direct Support	4391H/MCPMD	$90.00	24%	$68.63/$7.50	per device
MobileIron Enterprise Mobility Management Platinum Bundle per User Cloud Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates). 3 devices/user	4447H/MCPAU	$138.00	24%	$105.23/$11.50	per user
MobileIron Enterprise Mobility Management Platinum Bundle per User Cloud Subscription License for 1 Year with Direct Support. 3 devices/user	4401H/MCPMU	$138.00	24%	$105.23/$11.50	per user
MobileIron Cloud:MobileIron Enterprise Mobility Management Gold Bundle					

MobileIron Enterprise Mobility Management Gold Bundle per Device Cloud Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates)	4446H/MCGAD	$72.00	24%	$54.90/$6.00	per device
MobileIron Enterprise Mobility Management Gold Bundle per Device Cloud Subscription License for 1 Year with Direct Support	4385H/MCGMD	$72.00	24%	$54.90/$6.00	per device
MobileIron Enterprise Mobility Management Gold Bundle per User Cloud Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates). 3 devices/user	4406H/MCGAU	$108.00	24%	$82.35/$9.00	per user
MobileIron Enterprise Mobility Management Gold Bundle per User Cloud Subscription License for 1 Year with Direct Support. 3 devices/user	4415H/MCGMU	$108.00	24%	$82.35/$9.00	per user
MobileIron Cloud:MobileIron Enterprise Mobility Management Silver Bundle					
MobileIron Enterprise Mobility Management Silver Bundle per Device Cloud Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates)	4390H/MCLSD	$48.00	24%	$36.60/$4.00	per device
MobileIron Enterprise Mobility Management Silver Bundle per Device Cloud Subscription License for 1 Year with Direct Support	4404H/MCSMD	$48.00	24%	$36.60/$4.00	per device
MobileIron Enterprise Mobility Management Silver Bundle per User Cloud Subscription License for 1 Year with Assurance (Knowledge Base + Product Updates). 3 devices/user	4445H/MCLSU	$72.00	24%	$54.90/$6.00	per user
MobileIron Enterprise Mobility Management Silver Bundle per User Cloud Subscription License for 1 Year with Direct Support. 3 devices/user	4384H/MCSMU	$72.00	24%	$54.90/$6.00	per user
MobileIron Cloud:MobileIron Enterprise Mobility Management Bronze Bundle					
Support Case Pack for MobileIron Cloud. (5 cases to be used within 12 months)	N/A	$700.00			
MobileIron Technical Services - Custom Scope requiring SOW					
Technical Services -Custom undefined scope, services provided by MobileIron Customer Success organization professionals. Billed upfront	4436H-rate per hour	$250.00	10%	$225.00	
Technical Services - Custom defined scope (e.g. multi-site, certificate integration, health checks, follow-on services) provided by MobileIron Customer Success organization professionals.	MI-PS-SOW	$250.00	10%	$225.00	

Technical Services - Custom defined scope (e.g. multi-site, certificate integration, health checks, follow-on services) provided by MobileIron Customer Success organization professionals. Billed upfront	MI-PS-SOW-PUF	$250.00	10%	$225.00
Resident Services - Resource to assist with the management of MobileIron environment. SOW required.	MI-RESIDENT-ANY	$130.00	10%	$116.03
MobileIron Technical Services - Open Scope	MI-PS-HOURS-PUF	$250.00	10%	$225.00

NetMotion

SOFTWARE CATEGORY / DESCRIPTION: On-Premise Hardware/Software Products NetMotion Mobility XE On Prem (One Time Cost)	Manufacturer / part number	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
NetMotion Mobility XE for Windows				
Mobility for Windows (Minimum 25 seats)	RTL.43019	$200.00	8.00%	$182.50
Mobility for Windows + Analytics (Minimum 25 seats)	RTL.43020	$220.00	8.00%	$200.75
Mobility for Windows + NAC (Minimum 25 seats)	RTL.43021	$220.00	8.00%	$200.75
Mobility for Windows + NAC & Analytics (Minimum 25 seats)	RTL.43022	$240.00	8.00%	$219.00
Mobility for Windows + Policy (Minimum 25 seats)	RTL.43023	$275.00	8.00%	$250.94
Mobility for Windows + Policy & Analytics (Minimum 25 seats)	RTL.43024	$295.00	8.00%	$269.19
Mobility for Windows + Policy & NAC (Minimum 25 seats)	RTL.43025	$295.00	8.00%	$269.19
Mobility for Windows + Policy, NAC & Analytics Minimum 25 seats	RTL.43026	$315.00	8.00%	$287.44
NetMotion Mobility XE for Android				
Mobility for Android (Minimum 25 seats)	RTL.43716	$200.00	8.00%	$176.00
Mobility for Android + Analytics (Minimum 25 seats)	RTL.43720	$220.00	8.00%	$193.60
Mobility for Android + Policy (Minimum 25 seats)	RTL.43724	$275.00	8.00%	$242.00
Mobility for Android + Policy & Analytics (Minimum 25 seats)	RTL.43728	$295.00	8.00%	$259.60
NetMotion Mobility Policy Module				
Mobility Policy Module (Minimum 25 seats)	RTL.43732	$75.00	8.00%	$66.00
Mobility NAC Module (Minimum 25 seats)	RTL.43736	$20.00	8.00%	$17.60
Mobility Analytics Module (Minimum 25 seats)	RTL.43738	$20.00	8.00%	$17.60
NetMotion Mobility Optional Add-On's				

Mobility Additional Server	RTL43681	$5,000.00	8.00%	$4,400.00
Mobility SMB Account	RTL.43682	$1,000.00	8.00%	$880.00
NetMotion Mobility Enterprise for Windows				
Mobility Enterprise for Windows (1st 1000)	RTL.43740	$105.00	8.00%	$92.40
Mobility Enterprise for Windows	RTL.43741	$55.00	8.00%	$48.40
Mobility Enterprise for Windows + Policy (1st 1000)	RTL.43742	$150.00	8.00%	$132.00
Mobility Enterprise for Windows + Policy	RTL.43743	$100.00	8.00%	$88.00
Mobility Enterprise for Windows + NAC (1st 1000)	RTL.43744	$115.00	8.00%	$101.20
Mobility Enterprise for Windows + NAC	RTL.43745	$65.00	8.00%	$57.20
Mobility Enterprise for Windows + Policy & NAC (1st 1000)	RTL.43746	$160.00	8.00%	$140.80
Mobility Enterprise for Windows + Policy & NAC	RTL.43747	$110.00	8.00%	$96.80
NetMotion Mobility Enterprise for Android				
Mobility Enterprise for Android (1st 1000)	RTL.43748	$105.00	8.00%	$92.40
Mobility Enterprise for Android	RTL.43749	$55.00	8.00%	$48.40
Mobility Enterprise for Android + Policy (1st 1000)	RTL.43750	$150.00	8.00%	$132.00
Mobility Enterprise for Android + Policy	RTL.43751	$100.00	8.00%	$88.00
NetMotion Mobility Optional Add-On's				
Mobility Enterprise NAC Module	RTL.43684	$10.00	8.00%	$8.80
Mobility Enterprise Analytics Module	RTL.43685	$0.00	8.00%	$0.00
Sure-Start	RTL.43689	$5,000.00	8.00%	$4,400.00
Sure-Start Express	RTL.43757	$2,000.00	8.00%	$1,760.00
Sure-Check System Review	RTL.43758	$2,000.00	8.00%	$1,760.00
Advanced Authentication Assistance	RTL.43759	$2,000.00	8.00%	$1,760.00
Sure-Check System Audit	RTL.43760	$7,000.00	8.00%	$6,160.00
Technical Services On Site	RTL.43761	$5,000.00	8.00%	$4,400.00
Technical Services Remote	RTL.43762	$2,000.00	8.00%	$1,760.00
Mobility Certification Training	RTL.43764	$1,995.00	8.00%	$1,755.60
On-Site Mobility Certification Training	RTL.43765	$15,000.00	8.00%	$13,200.00
Mobility Certification Facility Reservation	RTL.43766	$2,000.00	8.00%	$1,760.00
Dedicated Technical Account Manager (1 year)	RTL.43767	$40,000.00	8.00%	$35,200.00
Open VPN Setup	RTL.43768	$1,250.00	8.00%	$1,100.00
NetMotion Mobility Enterprise for Apple iOS				

Product	Code	Price	Discount	Net
Mobility for iOS (25-99) NetMotion Mobility® Client for iPad, iPhone and iPod touch devices (Minimum 25 seats)	10NMI	$200.00	8.00%	$176.00
iOS + Analytics				
Mobility for iOS + Analytics (Minimum 25 seats)	10NMIA	$220.00	8.00%	$193.60
iOS + Policy				
Mobility for iOS + Policy (Minimum 25 seats)	10NMIP	$275.00	8.00%	$242.00
iOS + Policy & Analytics				
Mobility for iOS + Policy & Analytics (Minimum 25 seats)	10NMIPA	$295.00	8.00%	$259.60
iOS				
Mobility Enterprise for iOS (1st 1000)	10NMIE1000	$105.00	8.00%	$92.40
Mobility Enterprise for iOS	10NMIE	$55.00	8.00%	$48.40
iOS + Policy				
Mobility Enterprise for iOS + Policy (1st 1000)	10NMIPE1000	$150.00	8.00%	$132.00
Mobility Enterprise for iOS + Policy	10NMIPE	$100.00	8.00%	$88.00
iOS				
Mobility iOS Subscription (Minimum 25 seats)	10NSMI	$240.00	8.00%	$211.20
On-Premise Hardware/Software Products NetMotion Locality On Prem (One Time Cost)				
Locality (Minimum 25 seats)	RTL.43171	$125.00	8.00%	$110.00
Locality - Inventory Only (Minimum 25 seats)	RTL.43177	$62.50	8.00%	$55.00
NetMotion Locality Hosted				
Locality Cloud Subscription (Minimum 25 seats)	RTL.43188	$54.00	8.00%	$47.52
Locality Cloud Subscription - Inventory Only (Minimum 25 seats)	RTL.43238	$27.00	8.00%	$23.76
Locality Subscription - Inventory Only (Minimum 25 seats)	RTL.43263	$27.00	8.00%	$23.76
NetMotion Mobility XE Hosted				
Mobility Windows Subscription (Minimum 25 seats)	RTL.43572	$240.00	8.00%	$211.20
Mobility Android Subscription (Minimum 25 seats)	RTL.43600	$240.00	8.00%	$211.20
NetMotion Suite Windows Subscription (Minimum 25 seats)	RTL.43625	$288.00	8.00%	$253.44
NetMotion Suite Android Subscription (Minimum 25 seats)	RTL.43651	$288.00	8.00%	$253.44
Open VPN Client Subscription	RTL.43676	$288.00	8.00%	$253.44

TeleSoft Fixed & Telecom Management

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / part number	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price (Monthly)
Invoice Processing, Management & Reporting Tool: On-Premise Option #1 *(Perpetual software license to process mobile invoices with Reporting Up to an Annual Spend of: $60,000,000)*	IMS & RPT ($60M)	$945,000.00	44.0%	$529,200.00
Invoice Processing, Management & Reporting Tool: On-Premise Option #2 *(Perpetual software license to process mobile invoices with Reporting Up to an Annual Spend of: $100,000,000)*	IMS & RPT ($100M)	$1,400,000.00	51.0%	$686,000.00
Mobility Portal & Optimization: On-Premise Option #3 (*Perpetual software license Mobility Portal & Rate Optimization up to a maximum number of devices: 25,000)*	MP & OPT (Qty.25KD)	$350,000.00	34.8%	$228,375.00
Mobility Portal & Optimization: On-Premise Option #4 (*Perpetual software license Mobility Portal & Rate Optimization up to a maximum number of devices: 65,000)*	MP & OPT (Qty.65KD)	$450,000.00	39.8%	$271,125.00
Mobility Portal & Optimization: On-Premise Option #5 (*Perpetual software license Mobility Portal & Rate Optimization up to a maximum number of devices: 125,000)*	MP & OPT (Qty.125KD)	$525,000.00	41.8%	$305,812.50
Mobility Portal & Optimization: On-Premise Option #5 (*Perpetual software license Mobility Portal & Rate Optimization up to a maximum number of devices: 200,000)*	MP & OPT (Qty.200KD)	$575,000.00	41.8%	$334,937.50

Mobility Portal & Optimization: On-Premise Option #6 (*Perpetual software license Mobility Portal & Rate Optimization up to a maximum number of devices: 300,000*)	MP & OPT (Qty.300KD)	$625,000.00	40.8%	$370,312.50
Annual Maintenance Fee: On-Premise Options #1 Thru #7 (First Year Maintenance Included, Annual Fee is based on Percentage of the ***Discounted License Fee***)	ANNUAL MAINT.	32%	7.5%	24.50%
On-Premise Hardware/Software Services	**Manufacturer / part number**	**MSRP (Monthly)**	**DIR Customer Discount % off MSRP**	**DIR Customer Price (Monthly)**
On-Premise Option #1 ---- Implementation/Training/Interfaces/On-Boarding	IMPL IMS & RPT ($60M)	$350,000.00	12.00%	$308,000.00
On-Premise Option #2 ---- Implementation/Training/Interfaces/On-Boarding	IMPL IMS & RPT ($100M)	$400,000.00	12.00%	$352,000.00
On-Premise Option #3 ---- Implementation/Training/Interfaces/On-Boarding	IMPL MP & OPT (Qty.25KD)	$135,000.00	12.00%	$118,800.00
On-Premise Option #4 ---- Implementation/Training/Interfaces/On-Boarding	IMPL MP & OPT (Qty.65KD)	$175,000.00	12.00%	$154,000.00
On-Premise Option #5 ---- Implementation/Training/Interfaces/On-Boarding	IMPL MP & OPT (Qty.125KD)	$225,000.00	12.00%	$198,000.00
On-Premise Option #6 ---- Implementation/Training/Interfaces/On-Boarding	IMPL MP & OPT (Qty.200KD)	$275,000.00	12.00%	$242,000.00
On-Premise Option #7 ---- Implementation/Training/Interfaces/On-Boarding	IMPL MP & OPT (Qty.300KD)	$310,000.00	12.00%	$272,800.00
Hosted/Cloud Solutions Architecture (Fixed Pricing)* Option #1	**Monthly Cost % Applied to Monthly Mobile Telecom Spend**	**Monthly Telecom Expense Spend Tier**	**Monthly Telecom Expense Spend Tier**	**Discounted Monthly Cost % Applied to Monthly Mobile Telecom Spend**
Invoice Processing, Management & Reporting Tool (SaaS Subscription with bundled Managed Services (see description below) processing Mobile Invoices)	1.7763%	Up to	$400,000.00	1.7631%

Invoice Processing, Management & Reporting Tool (SaaS Subscription with bundled Managed Services (see description below) processing Mobile Invoices)	1.5225%	$400,000.00	$800,000.00	1.5113%
Invoice Processing, Management & Reporting Tool (SaaS Subscription with bundled Managed Services (see description below) processing Mobile Invoices)	1.2688%	$800,000.00	$2,000,000.00	1.2594%
Invoice Processing, Management & Reporting Tool (SaaS Subscription with bundled Managed Services (see description below) processing Mobile Invoices)	1.0150%	$2,000,000.00	$4,000,000.00	1.0075%
Invoice Processing, Management & Reporting Tool (SaaS Subscription with bundled Managed Services (see description below) processing Mobile Invoices)	0.8628%	$4,000,000.00	$8,000,000.00	0.8564%
Invoice Processing, Management & Reporting Tool (SaaS Subscription with bundled Managed Services (see description below) processing Mobile Invoices)	0.7105%	Over	$8,000,000.00	0.7053%
Hosted/Cloud Solutions Architecture (Fixed Pricing)* **Option 2**	**Monthly Cost Per Device Based on # Number of Devices**	**Cost Per Device Tier Based on # Number of Devices Under Management**	**Cost Per Device Tier Based on # Number of Devices Under Management**	**Discounted Monthly Cost Per Device Based on # Number of Devices**
Wireless Portal, Reporting, & Optimization (WR&O) ----All SaaS Subscription below includes: User & Management Reporting based on call detail records - Automatic report distribution based on cost center structure - Optimization recommendations based on trailing carrier captured billing and rate data (3 to 6 months)	- End			
Wireless Portal, Reporting, & Optimization (WR&O)	$2.14	Up to	1000	$2.13
Wireless Portal, Reporting, & Optimization (WR&O)	$1.93	1000	3000	$1.91
Wireless Portal, Reporting, & Optimization (WR&O)	$1.57	3000	5000	$1.56

	Monthly Cost Per Device Based on # Number of Devices	Cost Per Device Tier Based on # Number of Devices Under Management	Cost Per Device Tier Based on # Number of Devices Under Management	Discounted Monthly Cost Per Device Based on # Number of Devices
Wireless Portal, Reporting, & Optimization (WR&O)	$1.29	5000	10000	$1.28
Wireless Portal, Reporting, & Optimization (WR&O)	$1.00	10000	20000	$1.00
Wireless Portal, Reporting, & Optimization (WR&O)	$0.72	20000	50000	$0.72
Wireless Portal, Reporting, & Optimization (WR&O)	$0.58	Over	50000	$0.57
Hosted/Cloud Solutions Architecture (Fixed Pricing)* Option #3 (Includes Option #2)	**Monthly Cost Per Device Based on # Number of Devices**	**Cost Per Device Tier Based on # Number of Devices Under Management**	**Cost Per Device Tier Based on # Number of Devices Under Management**	**Discounted Monthly Cost Per Device Based on # Number of Devices**
WR&O & Ordering Portal & Provisioning Services ---- SaaS, Provisioning Services & Helpdesk includes: All items outlined above in the WR&O Bundle Plus: -End user, configurable ordering portal supports multiple organizational structures and business policies -Complete inventory of devices, plans, features and carriers -Live provisioning help desk to assist with ordering issues and questions				
WR&O & Ordering Portal & Provisioning Services	$3.46	Up to	1000	$3.44
WR&O & Ordering Portal & Provisioning Services	$2.85	1000	3000	$2.83
WR&O & Ordering Portal & Provisioning Services	$2.34	3000	5000	$2.33
WR&O & Ordering Portal & Provisioning Services	$1.94	5000	10000	$1.92
WR&O & Ordering Portal & Provisioning Services	$1.63	10000	20000	$1.62
WR&O & Ordering Portal & Provisioning Services	$1.38	20000	50000	$1.37
WR&O & Ordering Portal & Provisioning Services	$1.18	Over	50000	$1.17

Related Hosted/Cloud Services (Fixed Pricing)	Implmentation Fee Based on # Number of Months of Projected Monthly Billing	Monthly Telecom Expense Spend Tier	Monthly Telecom Expense Spend Tier	Discounted Implmentation Fee Based on # Number of Months of Projected Monthly Billing
Option #1: - Implementation/Training/Interfaces/On-Boarding	$4.04	Up to	$400,000.00	$4.07
Option #1: - Implementation/Training/Interfaces/On-Boarding	$3.03	$400,000.00	$800,000.00	$3.06
Option #1: - Implementation/Training/Interfaces/On-Boarding	$3.03	$800,000.00	$2,000,000.00	$3.06
Option #1: - Implementation/Training/Interfaces/On-Boarding	$2.53	$2,000,000.00	$4,000,000.00	$2.55
Option #1: - Implementation/Training/Interfaces/On-Boarding	$2.53	$4,000,000.00	$8,000,000.00	$2.55
Option #1: - Implementation/Training/Interfaces/On-Boarding	$2.03	Over	$8,000,000.00	$2.04
Related Hosted/Cloud Services (Fixed Pricing)	Implmentation Fee Based on # Number of Months of Projected Monthly Billing	Cost Per Device Tier Based on # Number of Devices Under Management	Cost Per Device Tier Based on # Number of Devices Under Management	Discounted Implmentation Fee Based on # Number of Months of Projected Monthly Billing
Option #2 or #3: - Implementation/Training/Interfaces/On-Boarding	$4.07	Up to	1000	$4.04
Option #2 or #3: - Implementation/Training/Interfaces/On-Boarding	$3.06	1000	3000	$3.03
Option #2 or #3: - Implementation/Training/Interfaces/On-Boarding	$3.06	3000	5000	$3.03
Option #2 or #3: - Implementation/Training/Interfaces/On-Boarding	$2.55	5000	10000	$2.53
Option #2 or #3: - Implementation/Training/Interfaces/On-Boarding	$2.55	10000	20000	$2.53
Option #2 or #3: - Implementation/Training/Interfaces/On-Boarding	$2.04	20000	50000	$2.03
Option #2 or #3: - Implementation/Training/Interfaces/On-Boarding	$2.01	Over	50000	$2.01
Managed Services for Processing Invoices				

* These Services are bundled in with the Price for the Hosted/Cloud Solutions Offering

subset of services is required (For an On-Premise Managed Service offering Telesoft Personnel would remotely access the On-Premise system typically operated by the licensee)

Processing of Invoices Includes the following Services

Maintain invoice management inventory (circuits, lines, devices, etc) -Create, process, monitor ongoing processes to lead and Maintain all cost center, acct. & HR Data - Receive & Scan Paper Invoices - Download Electronic Invoicing - Validate Current Charges, Blanace Forwards, Payments Posted - process and upload all identified Electronic Vendor Invoices - process call detail from Mobile Vendor Data for reporting purposes - Review and Resolve inventory Discrepancies - Approve Invoices - Create AP Export to Accounting System - Provide Paid invoice Data to be uploaded into System - Create and perform Monthly charge back process allowing markup

NON-STOCKED EQUIPMENT AND ACCESSORIES

Modems/Routers/Gateways

- Cradlepoint – 10%
- Sierra Wireless – 2%
- GE – 10%
- NetComm – 2%
- CalAmp – 10%
- Accelerated Concepts – 3%
- Advantech/B&B Smartworx – 5%
- Digi – 10%
- MultiTech – 2%
- Cisco – 10%
- Novatel – 2%
- Sixnet – 3%
- WAAV – 2%
- Open Gear Gateway – 5%
- In Motion Gateway – 5%
- Monnit Asset Monitoring Solution - 20%

Asset Trackers
- CalAmp - 10%
- US GlobalSat – 10%
- Other / Miscellaneous – 2%

Tablets / Laptops
- Micronet – 5%
- HP – 2%
- Lenovo – 2%
- Dell – 5%
- XPlore – 10%
- Zebra – 10%

Signal Boosters (AT&T Only)

- Nextivity – 5%
- Wilson /WeBoost – 5%
- Accelerated Concepts – 3%

Antennas

- Antenna Gear – 5%
- Antenna Plus - 5%

Handhelds

- Zebra – 10%
- Honeywell – 10%
- Intermec – 10%

Public Safety
- Cradlepoint – 8%
- CalAmp – 10%
- In Motion Gateway – 5%
- GE – 10%
- NetComm – 2%
- Novatel – 2%
- XPlore – 10%
- Zebra – 10%
- Panasonic – 10%
- Other / Miscellaneous – 2%

Accessories

- Enhanced PTT Accessories
  - Sonim– 10%
  - AdvanceTec – 2%
  - Klein Electronics – 2%
  - Stone Mountain – 2%
  - GPS Lockbox – 5%
  - Plantronics – 10%
- Barcode Scanners
  - Honeywell – 10%
  - Intermec – 10%
- Mobile Printers
  - Zebra – 10%
  - Intermec – 10%

In-Vehicle Car Cradles (mounts, kits)

- RAM - 2%
- Havis – 5%
- Gamber-Johnson – 10%
- Sonim– 10%
- AdvanceTec – 2%
- GPS Lockbox – 5%

Emerging Technologies – 2%

Installation Services – vary by opportunity